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Space Rentals in the Public Warehouse

**Some Disadvantages—Is Rental to Certain “Accounts” Necessary?—Is
It Essential to Meet Competition?—Trend and Prospects as Revealed**

by 1931

By H. A. HARING

Part II

Opinions by Warehousemen

No canvass of the industry would be required to learn that warehouses have been over-built or that space exceeds demand. The overhang of distress lofts and vacant factories and empty branch houses prevails in almost every city. And, with altogether too many localities, the market has not yet absorbed the vast warehouse spaces created, of recent years, by new construction. These represent “undigested” accommodations, of the sort which is certain to disturb quotations and embitter competition for some years to come.

This condition is known to everyone of us.

Nevertheless, in preparation of my questionnaire, I concluded to query the industry as to this situation.

I was led to this decision principally because of a half day spent with the principal officer of one of our national manufacturing corporations, a maker of possibly a hundred products which belong to the building trades.

This officer was telling me that they have been conducting a “survey” of the entire country in order to determine on a policy. Their problem is something of this sort:

They have more than forty factories, mostly at “out-lying” points because their product’s cost is controlled more by proximity to raw materials than by labor costs. Building materials are shipped only in carload quanti-

ties from these plants. In the past this corporation has had a multiplicity of distributing methods, due to the fact that the company is a consolidation of many lesser concerns brought under one management by mergers. Their products are stocked by jobbers, by supply depots, by preferential dealers, by the “key dealer” system, by public warehouses, and by their own branch warehouses. They have stocks in more than four hundred cities, with probably a thousand “stocking spots”—by which he means individual spot stocks.

In this survey of their problem, according to his explanation to me, they “have found a dearth of satisfactory warehouse space.”

“All the big cities,” declared he, “seem to have space to give away, but usually it’s not in the right section of the city for our lines. Building materials and groceries offer a different problem of distribution. Every mile our stuff is trucked through the downtown districts adds to the cost. We need a location that is convenient to the downtown deliveries—because the big building projects are there; but we must also be fixed right for quick access to the residential areas—because in number of projects this kind holds first place.”

Here, then, was flung right into my face a prospective patron whose need is not met by present conditions, even with all our excess of space.

HIS problem persuaded me to propose one question which, at first thought, was ridiculous.

I asked:

“If you were to build a new warehouse: (1) Would you build larger than

your present house . . . or smaller . . . ? (2) With more space for tenants under lease . . . or less . . . ? (3) Would you plan for more complete and elaborate offices and conveniences for these tenants . . . or less . . . ?

(4) Do you believe tenants would pay enough more rental for more conveniences to justify a bigger investment on your part. . . . ?”

Sarcastic replies greeted these questions from some quarters. Nor was I

surprised. My own long hesitation about asking the questions prepared me for some stinging rejoinders. In my own judgment the first question was foolish, and nothing less. And, had it not been for the manufacturer I have mentioned, the question would never have been sent out.

If it had not been asked, I should have missed a highly important matter. All my preliminary judgments were that it was almost an insult to ask it. I learned things quite to the contrary.

Three warehousemen silenced me by omitting all replies in the blank spaces left for that purpose, but instead, they merely underscored my first word—the "If." The meaning was beyond doubt: they thought me foolish.

Another scribbled across this paragraph the one word: "Silly." Eighteen, in one wording or another, told me: "Would not build under present outlook"; "Under present conditions to build a new warehouse in any middle-western city is throwing money away"; "..... doubtful if I'd build these days"; "Would not build at all; we're over-warehoused now." And so on. They didn't exactly yell "foolish" back at me, but they expressed the same sentiment.

I, of course, did not resent any of this. It was, as late as the first day of December, my own opinion.

Then, softer in tone and of calmer judgment, came a letter from a warehouseman who does business in a smaller city and whose letterhead bears across the top these three words: "Honesty, Courtesy, Service." He wrote:

"More space?"

Building more space would be governed wholly by the city in which you are located; also, the location within the city. My own experience, etc. . . .

There, expressed in 21 words, is the correct answer. Frankly, the matter might well be dropped right here and nothing more said.

A count of the replies tells this story:

| | Houses |
|---------------------------|--------|
| Would build the same..... | 42 |
| Would build larger..... | 96 |
| Would build smaller..... | 159 |
| | 297 |

With the "smaller" I threw in all the sarcastic replies, on the assumption that such is, honestly, their judgment.

Nor are all these surprising replies from the less important centers. Of the 96 who replied "larger," 12 came from the 12 "large cities" which were listed in the April article; and, of the 42 "smaller" replies, 15 came from the same 12 "large cities"—New York (including Brooklyn), Chicago, Philadelphia, Detroit, Los Angeles, Cleveland, St. Louis, Baltimore, Boston, Buffalo, Pittsburgh and San Francisco.

Some Would Build

THREE warehousemen in the 12 "large cities" took the trouble to explain why and under what conditions they would erect larger houses. These men are not stock promoters or visionaries.

They are, on the contrary, seasoned and experienced warehousemen. Not one of them is under 45 years of age.

"A warehouse building put up twenty years ago is as much out of date," explains one of them, "as an office building of the same vintage. No amount of reconstruction and tearing out of walls will produce the low costs of a properly built new house. . . . And, although I believe we have forever lost the big lots of goods we used to handle, I can see nothing ahead but greater demand for high-class warehousing."

"A new warehouse," in the opinion of another of these three, "ought by all means to provide office layouts, attractive and complete, and it most certainly should be laid out with a view to space rentals of every conceivable size. The warehouse of the next ten years will be closer to a branch house of the manufacturer than anything we have yet seen. I want to get ready for the change, and as soon as general business conditions improve I mean to."

In another city—not, however, one of the 12 "large cities"—three warehousemen report the bad conditions of distress space at this time, but two others of their fellow citizens would build "larger" houses. The reason, although not stated, is undoubtedly concealed in that phrase "also the location within the city." Both these two are prosperous concerns whose business holds its own despite the times.

One, from the Twin Cities, says:

"Would build smaller. Would prefer two smaller warehouses in different locations of a large city rather than one large house. These warehouses would be specialized."

In addition to this warehouseman, ten others whom I have listed under "Would build smaller" have made the same, or an equivalent, explanation.

Turning back, now, our thoughts to that manufacturer whose talk prompted me to ask this "foolish" question, I took special pains to cover some of the cities he named as not offering satisfactory accommodations for his lines. He had mentioned quite a number, but, not having jotted them down, I could afterwards recall with certainty only seven cities—three with less than 150,000 population and four with more than that; two in New York State, one in Illinois, and the others farther west. I wish I dared name the cities.

From these seven cities I received 20 replies to my questionnaire. From one of the New York cities (more than 150,000) every warehouseman had "enough" and would build "smaller" or not at all; from the other New York city, the two replies offset each other, one being for more space and the other for less. This leaves 15 replies to apply to the remaining five cities named by the manufacturer. Of the 15, one would build the same size, 12 would be "smaller" and two "larger." All this is greatly confusing, but it brings us back right where we started. The letter quoted covers in those 21 words the beginning and the end of this problem:

"Building more space would be governed wholly by the city in which you are

located; also, the location within the city."

More Space for Tenants

THE next question was:

"If you were to build a new warehouse, would you build it with more space for tenants under lease . . . or less . . . ?"

The replies which gave a definite answer numbered 264, their distribution between the two choices being:

| | Houses |
|-----------------------------|--------|
| Would build more space..... | 183 |
| Would build less space..... | 81 |

Among the 183 for "more," 39 came from the 12 "large cities"; and of the 81 for "less," 9 were from the same 12 cities.

"In my opinion," writes a past president of the American Warehousemen's Association, "a merchandise warehouseman who offers his facilities to a customer on the basis of space rental makes himself a real estate rental operator and makes his warehouse merely an empty loft building in competition with every other empty building in the community."

"Such a warehouseman forgets all about his property overhead costs and gives away his overhead, which is often 100 per cent of the cost of maintaining his property."

"In effect, he thus cuts his revenue in two."

"Such a procedure is merely a way of cutting rates against other legitimate warehousemen. No warehouseman can afford to offer space in his warehouse in competition with space in vacant buildings."

Those four paragraphs represent possibly the extreme of attitude among those who vote "less" on this question. They are quoted from a warehouseman who is, as one would surmise, strongly against the practice of leasing space in the house.

Others, however, share the same sentiments. One of them succinctly wrote this:

"We are warehousemen, not landlords."

A dozen or more, using one form of wording or another, registered the same opinions as these two. The sentiment is undoubtedly quite definite, with certain warehousemen, that space rental is an evil; but, once again, the final answer comes from that Cincinnati warehouseman who has already been quoted as to another question, and who now says:

"This depends entirely on where the house is to be built and its distance from the business part of the city."

On the other side of this question are such answers as:

"I would so build that all of it could be available for leasing."

From another:

"Would build having in mind the possibility of leases. It is our experience [city under 50,000 west of the Missouri] that where the shipper has a quick turnover and some volume, to lease is economical for him. Offering a lease is the surest way to get the business."

It was in reply to this question that

a warehouseman of the Northwest wrote that thought which I have already twice quoted in these pages but which I shall here repeat. His view of the problem is sound. It has served to keep my own thinking straight through all the haze of this question. He writes in metaphor but what he says gives a perfect image of the right attitude as to leasing. Let me repeat his words:

"The storage business is old as the hills.

"A hill changes its appearance with each passing season of the year; yet it is the same old hill. So our business must keep pace with the demands of the times, but, basically, our function is to store goods and to distribute them. When you break away from that, you're in another business."

Offices More Elaborate

ANOTHER group of questions digressed a trifle from leasing of space in the house to the allied matter of office rentals. I inquired:

"If you were to build a new warehouse, would you plan for more complete and elaborate offices and conveniences for these tenants . . . or less . . . ? Do you believe tenants would pay enough more rental for more conveniences to justify a bigger investment on your part . . . ?"

The replies brought forth nothing very unexpected. Their tenor is forecast by what already has been written: namely, it depends on location and type of business.

To the first two of these questions the tabulated replies show:

| Houses |
|-------------------------------------|
| Would provide more conveniences 195 |
| Would provide less conveniences 78 |

Among the 195 for "more" were 45 from the 12 "large cities," but I wish it were fair to set down some of their names, for, were this permissible, it would be a most imposing roster of the leaders of merchandise warehousing. The progressive warehousemen discern an unmistakable growth of offices in the warehouse, with an increasing demand for complete office facilities. This—bear in mind—in the face of strong, almost bitter, disapproval of other leaders of warehousing.

From many cities in the West, where population is thin, whole groups of warehousemen say "less." The reasons have already been given in connection with other questions.

Repeatedly the warehousemen set down a condition which seems to be their guiding rule in letting office space. One of them expresses it thus:

"We would prepare office space with the idea of controlling ourselves the labor and handling of their goods, their storage, their car loading and unloading, their trucking, etc. We have no interest in office rentals unless it brings to us the storing of goods, for we never overlook that we are warehousemen."

That expresses the correct, and the reasonable, attitude in the matter of providing offices in the warehouse.

SPACE RENTALS

From one of our most progressive of our cities, a leader in community advertising (not in California or Florida, either!), one warehouseman writes:

"Leasing of offices has not developed here because no warehouse is centrally located. But it is our intention to provide ourselves with an additional location, better downtown, where suitable offices with window and showroom spaces will be available, and then to rent these spaces to our distributors, to be used in connection with our usual and regular warehousing service."

Words of caution were elicited by these questions. "As a rule brokers do not require elaborate offices in warehouses and much prefer low rent to conveniences." This sentence is quoted from a

Next Month:

THE third of this series of "Space Rentals" articles by Mr. Haring will be published in the June *Distribution and Warehousing*.

In it the author will review the experiences of sixty-seven "accounts" in their leasing of warehouse space of storing and handling their own goods. He will tell why some remain consistently as tenants; why others have gone elsewhere. He will touch on the extreme flexibility of warehouse accommodations in serving distributors, and will point out the principal commodities for which leasing is of most utility.

The shipper's viewpoint on this subject of space rentals will be illuminating for the warehouse executive.

Chicago warehouseman, but it occurs and recurs from one after another. It pictures a well-known fact in office letting. "Many office tenants want little beyond a telephone listing, a place for mail to accumulate during the week, and floor space enough to hold one day's cigarette ashes." Those words came from an Iowa warehouseman and are pat to the experience of many others.

As to whether the warehousemen believe their tenants would pay more for greater conveniences, the replies tally:

| Houses |
|--------------------------------------|
| Believe they would 96 |
| Believe they would not 174 |

Among the 96 houses which think tenants would pay enough more rent to justify the greater investment, 30—or nearly one-third—are from the 12 "large cities." And, listed with the 174 who reply "No," are 21 replies which tie a condition to the negative vote, such as "Not now," or "Not under present conditions," or "No, but competition would demand it." Another 6, also tallied as "No," voice a belief that "the time will come when they'll pay and pay gladly."

The reasons which apply to this ques-

tion have been already outlined when we considered the erection of larger, or smaller, warehouses.

Many of those who replied, to the previous question, that they "would provide more elaborate convenience for offices," registered to this question a vote of "believe they would not pay more rent." Such a reply clearly indicates that office rentals are a means to control of warehouse stocks, are in many instances a sort of advertising device, or may be even looked upon as "the price" of getting the account. In this conclusion we find ourselves driven to agree with what many warehousemen allege: namely, that office space is a sop to cut the cost of storing the goods.

The comments written in the questionnaires, at this place, and the accompanying letters do not shed a particularly new light. They repeat largely what already has been given.

"Yes, they'll pay for better conveniences," is the belief of one on the Pacific Coast, "with better business conditions."

"Yes," writes one from Ohio, "if the warehouse's location were to their liking and the advantages in their favor. We try to do whatever a customer wants to help market his goods. It is our rule to make them pay for everything, and it is more necessary to show a customer where he can save costs than to argue about what he ought to pay. Whenever we prove to him that he is ahead, by coming to us, he is willing to foot our bill."

On the other side of the tally comes a firm "No" from Brooklyn, with this feeling:

"No! They will pay for storage at the lowest rate they can get and then want office room for nothing."

From a single city of Texas came three emphatic votes of "No" as follows:

"No. They want the warehouse to give them offices as it is."

"No. We are in competition with downtown office rentals which are very low at present."

"No. But I believe the warehouse can save them money over an office building location and not lose money for the warehouse."

Trend as to Office Space

THE trend in wanting an office in the warehouse is upward. Fewer than 20 warehousemen of 430 report a drifting away from the custom. Even of this number several qualify their statement by writing such words as "but the trend will be up again with return of normal conditions." Many cities, of course, state that offices in the warehouse have not developed with them; that inquiries are few or none at all; that there is no local need; etc. Yet, taken as a whole, no trend of the industry is more certain than this: the trend is toward more offices in the warehouses.

Let not this statement be taken to mean that all "accounts" desire offices. They do not, nor ever will.

In one new, modern—and very success-

ful—metropolitan warehouse, with downtown location, 15 "accounts" out of 324 occupy office or display space. This is less than 5 per cent. And, from many sources of information, this percentage appears to be about right. Approximately one in each twenty stores will want some sort of office accommodations. This small number, furthermore, does not come from the storers of large tonnages but, more ordinarily, from those whose warehousing demands are light.

The *trend*, as to offices in the warehouse, is unmistakably for more offices, but, however great this demand may become, the great bulk of goods bring no such burden of providing this supplemental accommodation.

Indeed, if offices in the warehouses were not already in excess of the legitimate demand, the "accounts" would have no basis for asking "office rent free." Easily 95 per cent of all distributors prefer an office in an office building downtown. They want to keep out of the warehouse district on account of noise and dirt, inconvenience to their callers and customers, etc.

Experience

TURNING our thought, now, away from offices and coming back to leasing of space in the warehouse itself, we face another group of questions. As I asked them, they are:

"What is your experience with space rentals: favorable . . . , unfavorable . . . , a necessary device to offset high overhead costs in a public warehouse . . . , or a necessary scheme in the competition for accounts. . . .?"

To the first of these questions, the warehousemen replied:

| | Houses |
|----------------------------------|--------|
| Experience favorable..... | 241 |
| Experience fairly favorable..... | 18 |
| Experience unfavorable..... | 42 |
| | 301 |

Under "fairly favorable" have been gathered all replies which hooked some qualification to "favorable." Many of them used actually those words, "fairly favorable," and thus suggested to me a separation from those with good experiences. One warehouseman replied: "20 per cent good." Many, also, replied with a "very" to their "favorable."

Try as I can, I am unable to break down either side of these replies so as to discover some controlling reason. Warehousemen have given me lengthy explanations for their experiences, and yet I cannot chart them or analyze them in any manner which will bring out any condition common to any grouping. My conclusion is that, here again, "local conditions" is the only basis for a separation.

And, in one sense, the question itself was needless. Warehouses have increased and kept increasing their leasing of space. That they have done so proves that it pays: or, at least, that they *think* it pays.

Quite a lot of them have annotated to this question something of this sort:

"We lease space only where we per-

form all handling services. Many of the accounts do their own clerical work and, of course, their re-assorting and re-packaging, but we insist on retaining the handling through the house."

Or, from another:

"We would not lease a space without knowing, to a dead certainty, that the lessee would bring to us the regular warehousing services for his goods. Within the past year we have insisted on adding a shipping charge wherever the trucking has been lopped off from their business."

Or—in nearly identical words from 11 of them—this:

"Leasing is good if we still get the handling. All they ought to do inside their partition is to repackage their goods, in cases where their volume warrants this." Some added: "Or if technical and specialized nature of the goods requires it."

And, from Chicago, comes this angle:

"Favorable. The biggest gain to them is to get labor at fixed rates. Our biggest profit comes from labor, too. If we had one lease, there'd be nothing to it but grief. With many leases we can supply labor at fixed rates lower than they can go out and hire it, only because their needs are irregular and for short periods at a time. We manage to keep the men employed all the time by shifting them from one lessee to the next. They save, we make. All's quiet on the Western Front!"

Another Chicago warehouseman tells me:

"In the public storage department the warehouse is getting to be more and more a branch office of the shipping department of the account. 'Space' is incidental—needed just as a platform or shipping room is, but no more."

From a southwestern city came this statement:

"Space rentals in our warehouse may be a little different than in most plants. We do not admit tenants to our property where we do not handle their merchandise for them. We make more money handling merchandise at a flat hundred-weight rate than we do on a per unit basis, where we must carry perpetual inventories. The clerical work necessary for carrying complete stock records, and the like, in a warehouse is much more costly to us than we are able to get from our depositors at present, or for the past several years for that matter."

"Leasing is profitable under normal business conditions, if properly conducted and if the contract is right, because it gives the warehouse the handling and the control of the merchandise."

Another reason for "favorable" experiences is outlined in the following statement:

"Favorable. We try to lease on space basis wherever possible. Unless it is a fast-moving account it will pay us more for space than we would get from the package or hundredweight basis."

Many others have given similar explanations. Close to them comes such a position as this:

"The only reason we have leased space

is to absorb some of the excess merchandise space in our buildings at this time. Under present conditions, with so little tonnage moving, we cannot produce 5c. a square foot on the average with merchandise, but we have been able to do better than that under leases."

"Unfavorable"

FROM those who report unfavorably as to their experience with leased space, we shall cull a few statements. It would be helpful, for the understanding of what these warehousemen have to say, if we were permitted to identify each one. The conditions of his house, its location and other factors might illuminate what he retorts to my question. As it is, the best we can do is to set forth in their own words what they say.

"Experience unfavorable," shouts one house—and four others wrote nearly the same thing but with less venom than this one, who declares:

"The lessee demands too much."

"Did you ever hear that people with Rooms to Let never want women? They prefer men every time. A man gets out of bed in the morning and walks out of the house. He doesn't show up again till evening, maybe not till bedtime. But a woman! She's there all day—moving chairs, washing and ironing, trying to cook a meal in the bathroom, and complaining about something or other every day about four o'clock."

"Your warehouse lessee is as bad. Wow! I'll lose money on straight warehousing before I'll load myself with a parcel of trouble-makers."

Less of a spit-fire than this warehouseman is another, from one of the 12 "large cities," who explains:

"Leasing is detrimental to best warehousing. Our concern does not lease space or rent offices."

"Candidly, leasing space or offices has a tendency to affect our own problems of storing and distributing goods. I mean this. When we lay out the floors in our house for storage of certain commodities, they would be affected by the close proximity of concerns who occupy space under lease. Our deliveries would be affected the same way. All of which would not benefit those concerns who have no leased space under the roof."

"The point is that the A Company, having a representative on the ground, would insist on preferred space for his goods or preferred delivery service or labor. The A Company's representative is not interested in our other customers but only cares for himself. I think this involves unethical warehousing in more cases than an outsider would ever guess."

Another warehouseman, from New England, has this to offer:

"We own and operate thirty-six buildings. Our company is an old one and during many years whenever the need arose for a new building, one was erected to care for the circumstances existing at the time. As a consequence we have some buildings all of which are leased. If, in one of these buildings, a space is left vacant on our hands, we try to get a storage account that will occupy the

entire loft. We have usually succeeded in doing this.

"We never lease any space in any one of the buildings that we have set aside particularly for storage purposes. We have found that we can get more satisfactory returns out of a good storage account than we can out of an ordinary tenant."

Standing halfway between "favorable" and "unfavorable" is such a reply as the following one. The warehouseman who writes is not, by any means, alone in his feeling, for, from eight other cities and from three times that number of warehousemen in those cities, have come similar tales. He says:

"I consider the space rental plan, altogether, the very best for the warehouseman and to his customer as well, especially if the account is turning over good quantities of merchandise. There is one fly in the ointment, however, and that is that customers will go along for a considerable period of time with what seems to be an adequate amount of space and then suddenly cut it down if the outlook for business is not particularly good. Recently the B Company asked us . . . &c, &c, &c.

Is Leasing Necessary?

"IS leasing of space a necessary device to offset the high overhead costs in a public warehouse?"

Warehousemen to the number of 111 think "Yes." Their fellows, to the number of 119, think "No." Others did not answer this question or found a reply so complicated that it cannot be set down either as "Yes" or "No."

"Is leasing a necessary scheme in the competition for accounts?"

That word "scheme" brought upon me an avalanche of sarcasm, jests and Yankee-like flare-backs! But, of replies that can be classified definitely, 147 say "Yes" and 22 "No."

I was particularly interested to see the reactions of those warehousemen whose houses do no leasing (or very little). But I got an even balance. Of such, 10 think one way and 9 the opposite. The extra one says "No." To this question, 14 warehousemen replied something of this sort: "Of no importance to us"; or "I think so but it hasn't hurt us"; or "No, but maybe we've been lucky." All these half-definite replies I have cast out, they not being included in the figures at all.

Is leasing necessary?

One of the best replies was this brief one, from a Michigan man:

"It's an opportunity."

And, from a warehouseman in New York State, is this:

"Our opinions and experience in this particular phase of warehousing are of little importance, for the reason that we have done but little of it. However, it appeals to me that in principle it is quite comparable to the attitude of the hotel managements in recent years, because in every case in the erection of a new hotel they make it a point to select a location and arrange their plans so as to provide for the maximum amount of space rentals.

SPACE RENTALS

"This question certainly should be investigated with special care by anyone considering plans either for rebuilding or for the erection of new facilities."

"Is the leasing of space a necessary scheme in the competition for accounts?"

To the tune of 147 against 22 the warehousemen say "Yes."

From Syracuse floats back this thought:

"No scheme that I know of! Just good service, fair rates and a personal interest in the success of our accounts."

How's that, Mr. President Elmer Erickson, as a platform of trade ethics? Could anyone use fifteen words to better effect?

Then, from the other side of the continent, at Los Angeles, a warehouseman sent me this:

"Yes! And in competition with all the surplus of private spaces."

Trend in Space Leasing

ANOTHER question was this: "What, in your judgment, is the trend in this leasing of space?"

So nearly unanimous that I never counted the replies is the answer: "Up." A few replied: "Up, under a return of normal conditions." One, from Brooklyn, thinks: "Increasing slowly but should go faster."

Some sent me a "No." From one important city especially there came three negative replies. One of them went into details enough to say:

"The trend is for the package or hundredweight basis, because it is cheaper than space. Even where they want to lease space, the trend is away from the warehouse to the outside market. Lower rentals of distress space tempts them away from us."

Another warehouseman wittily answers: "All we can do is hope they'll come our way."

From a New England warehouse is this expression of the trend:

"Two years' leases; low rates; small areas."

And, from a competing house in his own city, this:

"The trend is for the warehouses to get a tenant at whatever cost."

Others, from widely scattered points, allude to the leaning toward smaller spaces under lease. Large distributors are mentioned by name as illustrations of the cutting down of a space from 25,000 square feet to 10,000, from 10,000 to 7,000, from 7,000 to 4,000, and so on until one house reports a distributor who cut from 2,400 to 400 "and then squealed when we billed them for 800 feet because they had never once been able to compress their goods into 20 by 20."

For, as with all business at this time, distributors are trying "to reduce the expense of distributing their goods." "They are concentrating their activities in the warehouses by bringing their offices here and storing their salesmen's trunks and advertising material with us. In our case we refuse them free quarters for this stuff, and they either take a small office room or pay for our minimum space in the warehouse, that is, for 200 sq. ft."

From the Northwest is the opinion that:

"National distributors are learning to come to the warehouse in order to reduce their overhead, or because they are closing branch houses and sales offices of their own. We have taken on seven of them [during 1931] and could have had ten times that many if we'd have given them a lot of things for nothing. They've come here in a steady procession—like men begging for a dime on a frosty night."

But, jesting aside, the opinion is rather general among warehousemen that, as one from New York State puts it:

"Well located warehouses will increasingly sell space in the house, provided the city is not overrun with vacant factory and loft buildings." Another adds this thought: "Provided the facilities are properly offered, i.e., the warehouseman demonstrates that he has more to lease than an empty floor. I believe that the services we offer, above and beyond the space at a fair price, are worth real money to the tenant."

Repeatedly, too, emerges the idea from these warehousemen that it is the larger storeroom who will want space in the house. More than seventy of the replies indicated this feeling; and only one, so far as I can recall, mentioned the reverse. This one, from Chicago, states that "it seems that the large companies are more inclined to general storage than to long leases."

Except for this one, the others look upon their larger accounts as those most likely to shift to space rather than to remain on the hundredweight basis. I shall quote but one of the many replies as to this:

"The trend is for more leasing by the larger companies, those that use large amounts of space and who understand that rents cost money. They prefer space in the warehouse because of the flexibility feature of warehouses. With us they can adjust the size of their space to their requirements, without any trouble, and they manage to hold rents in line with volume sold."

Out of it all this much seems clear: Leasing space, or not, depends on the character of the account and the policy of the distributor. The great majority of accounts prefer the package, or unit, basis and desire only that. It has been impossible to set up any estimate as to the proportion of accounts which now lease space, or desire it, but it is certain that the proportion trends to go up. The warehouse must, therefore, prepare itself to fit the policy of the distributor; that is to say, the warehouse must plan to supply space to those who want to lease.

There has come to me another sidelight on this problem of leasing space in the competition for business.

It came, not from the warehousemen, but from one of the manufacturers whom I interviewed in January in my effort to obtain first-hand material for the third article of this series. This manufacturer is a confirmed patron of the warehouses, with scads of open storage for a wide

diversity of products and with "more than a hundred leases."

"Sometimes," says he, "we operate both ways with one warehouse, because the requirements of our lines differ."

"Don't you think," said this manufacturer as he turned the question back upon me, "that you're making too much of the competitive side of leasing? It's not so important as all that, in our eyes. We look upon it as an easy handle to get rid of warehouse solicitation. I'd imagine others do the same."

"An easy handle to get rid of the warehouseman!" That was a shock—to me, who had been thinking how important this subject is! Well, when a fellow starts out interviewing to get information, he sometimes gets what he does not expect. I did.

This is what I got—when condensed into a continuous narrative.

"Name your city," was his challenge to me, "and I'll pick out of our files a quotation of 2c. a square foot for any size of space you want from ten thousand feet to a hundred thousand. And I'll wager another lunch that in more than half the cities I can pull out one at a cent or a cent-and-a-half. You know why? The real estate agents are flooding us with offers—the mail isn't half fast enough for them. They telegraph us night letters and then they telephone before we've reached the office next morning.

"So, when Mr. Warehouseman drops in, I give him the gaff. It's easy to turn him from open storing to leasing. Quick as he names 4 cents, I nail him by saying that a cent has been quoted within half a mile of his siding and on the same railroad. I let him think it is another warehouse or anything he wishes. I lead him on but name no names. In less time than you can say 'Skat!' he's off my hands, with enough worries to keep him away for another month.

"Now, do you see the point?

"If I had named another warehouse rate for storing, he'd have stalled my bluff. Back home he would call the local association together, and they would have put some duffer on the carpet for underquoting standard rates. Either the low man would have withdrawn his figures with me, or they'd have caught me bluffing.

"But with the lease it's different. Even the warehouses have sub-standard buildings, with allowable low rentals for a lease. And if we come into the market for a big space to operate ourselves, they know they're competing with a lot of vacancies in the city that aren't warehouses. They can't think of meeting a 2 cent rate, let alone one for a cent or a cent-and-a-half. So, out the door they go, when I pull it. Many a dog has been scared at his own shadow—thinking it was a bigger dog or even a wolf.

"That's why, as I told you, it's an easy handle to get rid of them."

That interview—and there was far more of it than here recorded—has given me much thought. Is it not possible that it suggests a great truth? That, maybe and perhaps, the warehouses have

just imagined they are facing a great bugaboo which is, in actuality, nothing more than a shadow?

Leasing Space at a Loss

NOW don't laugh. Please spare me—at least until after you've read what is to come!

I shall not tell you why the next group of questions was put into the questionnaire. It is a long story. I will say, however, that I was put up to it by the few warehousemen with whom I talked over this situation before sending out the questions. What one of them told me amounted to a "dare." I took it.

Something like forty warehousemen let me know what they thought of such a question. Of course, their idea was that such a possibility would be utterly foolish. Maybe—but hold back your tongue for five minutes. Read, first; shoot me—afterwards.

Here are the questions of this little group:

"Would you consider it worth while to lease out your space at a loss . . . , or at an even break . . . , for the sake of controlling the storage of goods of tenants? Would you deliberately build a new house knowing that leases would bring you a loss. . . .?"

Every warehouseman, without an exception, who answered the last question at all, registered a "No." Most of them sounded like "Certainly not!" One warehouseman injected a sting into his reply when he wrote:

"No. But the railroads do!"

So much disposes of that question, the second of these two. "It is a question which answers itself," wrote one warehouseman. He spoke the truth. I did not take time to count the replies, for they were unanimously in the negative.

Now for the other question, the first of these two, which runs: "Would you consider it worth while to lease out your space at a loss, at an even break, for the sake of controlling the storage of goods of tenants?"

As to leasing at a loss, the count of replies is:

| | Houses |
|-------------------------------------|--------|
| Would lease at a loss | 30 |
| Would not lease at a loss | 127 |

Clearly, as indicated by their failure to reply, many others looked upon this question as the vamping of a silly brain, not worthy an answer, even a hot one.

Six said "Perhaps"; three, "In some cases"; two, "Depends on the account" or "Depends on the volume"; three, "Sometimes, yes"; two, "A question wholly of conditions." One each sent these inconclusive replies:

"Ordinarily no; but, under conditions as they now exist, yes."

"No; but yes, if the handling rate is sufficiently large."

"Depends on the account; a lot of times it would be yes."

"Ethically, no; practically, yes, especially if the business warrants it. No tenant has ever objected to a reasonable rental. Our trouble is that we demand higher rentals than other buildings."

"We do not consider rentals alone, but in addition there is the revenue derived from our siding which serves the buildings, the sale of steam and electricity, freight handling and truck service."

The total of these half-straddling replies is 19. You may list them either with the "Would" lease at a loss, or with the "Would not." I have done neither. They are in addition to the 30 replies and the 127.

This uncertainty in replying does not indicate foolishness in the warehousemen's brains. It points out that, under conditions of today such a question is a practical issue—the sort that stares every business in the face. It is not so simple as a child's game to determine precisely where a loss shall be taken before business is turned away. Warehousing, in common with all else, is unable to sidestep the issue. Each instance requires determination for itself.

That this is a most practical question would be evident if you could check over the names of those who replied "Yes" or the 19 who gave conditional answers. Some of the best warehousemen of America would be found among them, but, I take it, even they in their replies of "Yes" intended to qualify the affirmation by some such condition as did the 19 whose words have been quoted. No sane manager would regularly do business at a loss. He takes a loss only when practical considerations stare him in the face.

In the "No" column were some short replies, such as:

"No!" I had a lot of these.

"Positively not."

"No loss leaders in our house."

"I don't consider it worth while to do anything at a loss; backdoor advice is worth just what you pay for it."

"I do not believe in making a profit on one item and losing it on another."

"Would you lease at an even break?"

What has been recorded prepares one for the replies to this joint of our double-forked question. They report:

Houses
Would lease at an even break 141
Would not lease at an even break 105

A large number who said "No" to leasing at a loss indicated a willingness to take on a tenant at an even break. Many who omitted any reply at all to the former question registered a preference for or against doing business on a "no-loss-no-profit" basis, as, of course, is but natural to do.

"Yes," replies one whose experience is always worth knowing because he is eminently successful, "I will take a lease on an even break, because so many of our rates are already below cost." An even break, apparently, would be better than some rates now in effect!

"Yes," comes from another shrewd warehouseman whose canniness has saved him many a loss, "I would—in order to carry our investment pending a change in business conditions." A wise reply, that, and eminently sound.

For, instead of being foolish questions, these last ones bring to the fore the real purpose of space leasing in our ware-

houses. The lease aims to control the storage. It is made—surely it ought always to be made—with a view to bringing into the warehouse handling and allied services which would be lost if the tenant were allowed to go to a vacant loft. When warehousemen consider leasing at a *loss*, or at an *even break*, they are merely measuring their profits from these accessories of warehouse service against worse losses if they let the business slip by altogether.

Ratio of Leased Space

MY questionnaires offered the opportunity for other information. Only one more item will be here presented. It may shed a bit of illumination on the ratio of earnings from leased space to total earnings.

Three warehousemen happened to set down in figures their estimate—looking forward five years, each *for his own city*—of what will be the principal source of profits for a public warehouse—one from Brooklyn, one from Chicago and one from Denver. I shall print their estimates side by side.

SALESMANSHIP

| | Brook- lyn | Chi- cago | Den- ver |
|---------------------------------------|---------------|--------------|-------------|
| Storing goods..... | 60% | 20% | 1/3 |
| Handling, shipping, trucking | 10% | 40% | 1/2 |
| Leasing space..... | 20% | 30% | 1/3 |
| Other services..... | 10% | 10% | 1/3 |

Could any statement of mine more completely portray how our warehousing varies from city to city and how, after all, local conditions must dictate how the house shall be operated? Then, add to this a statement from another Chicago warehouseman who believes that "each department of the house should make a reasonable profit."

The "Accounts" Side

IN the issue for June we shall discuss space rentals as viewed by patrons of the warehouse. More than sixty "accounts" have cooperated in this investigation, much as the 430 warehouses have aided their side of the story. These sixty are, principally, those concerns which have consistently been tenants on a lease basis. A few of them have, just as regularly, followed the opposite policy, while a small group of them have operated under both conditions.

1:12 A. M.

AH me! The clock says 1:12—more than an hour after midnight. I have just completed four trips to the furnace. A good three bushels of "stuff" is now roaring up the flue, as evidence that I have kept my pledge to destroy the warehousemen's replies to that "foolish" questionnaire of mine. Every scrap of original information is beyond the sight of anyone's eye.

I sit before my grate fire to catch my breath. No—not for me. None of that stuff recommended in "New Business for Warehouses" in the January issue! For me it's a hot bath, right now—and tomorrow we go away. I hope to find on Miami Beach a house, procurable under lease for a time—I caring not whether the landlord lets me in at a *loss* or an *even break*, or whether he recoups his loss from other things he may bill against me. If it gets cold down there, I'll remember that glorious fire now roaring in my furnace downstairs—built of material relating to "space rentals."

Incidental Selling of Warehouse Facilities

By WILLIS PARKER

IN line with many warehouse companies, the Fidelity Van & Storage Co., Los Angeles, maintains a furniture salesroom where storage customers may have their goods placed to be sold by the company. But differing from many companies, this firm's salesroom is not on the first floor, but on the top floor of the eight-story building.

The main advantage of the top floor location is, according to Robert F. Palmateer, president, in the possibilities of incidental selling of the warehouse facilities.

"Every prospective purchaser of used furniture," says Mr. Palmateer, "must pass through the remainder of the warehouse, and only a blind man would not see the manner in which we take care of our customers' goods. Theoretically, we may deliver a lecture upon our facilities and methods, but actually we do not initiate such a lecture ourselves. We prefer to answer the visitors' questions; and there is scarcely a visitor who does not see something enroute to arouse his curiosity and desire to ask questions. The moment an opening is offered we are free in our explanations, and sometimes deliver a complete dissertation on our facilities, including, in the talk, answers to the specific questions the visitor asked.

"In this manner we acquaint many visitors with our warehouse, facilities and methods; so, when they are in need of warehouse or moving services, they are

already acquainted with what one modern firm offers, and we may hope to receive their patronage. Also, they tell others what they saw, and we get some advertising through the word of mouth agency."

In connection with storage, the firm makes quite a point of summer vacation storage, as so many residents spend two or three months each year in the mountains or at the beaches. To facilitate handling, and therefore reduce costs, lift vans are used for these short time affairs. Mr. Palmateer explains that a lift van is taken to the home, the belongings loaded into it, and it is brought to the warehouse, where it is removed bodily

into the warehouse, locked and sealed and held until the customer is ready for the goods again. Then the whole thing is shunted onto a truck and transported to the new residence and unloaded.

This saves much handling, it is obvious, and eliminates the necessity of wrapping many of the pieces. However, only on sixty day or less storage jobs are the lift van units used, for it is impracticable to tie up the equipment for a longer period. The customer is charged storage by the day, on short term instances. This service is advertised extensively in the spring and summer issue of the telephone directory and in the newspapers.

Storage Reports to Two Shippers Advisory Boards

REPORTING as chairman of the warehouse and storage committee of the Atlantic States Shippers Advisory Board at the latter's quarterly meeting on March 24 at Newark, N. J., Charles Milbauer, manager of the South Eleventh Street Warehouse Corporation, Brooklyn, said that questionnaires replied to "indicate that warehouse space is occupied to the extent of 53.4 per cent."

General transportation conditions were excellent, the general outlook was fair, and freight car supply and freight car condition each "excellent to good," Mr. Milbauer reported, adding:

"A greater number of out-of-town

shippers have inquired about warehouse and distribution rates during the past 30 days than during the past 3 months."

The warehouse and storage committee's report submitted to the New England Shippers Advisory Board at the March meeting in Boston reads:

"Inquiries for storage space indicate business activity during the next three months will be slightly below that of the corresponding period a year ago."

This report was prepared by the committee's chairman, J. E. Sheldon, treasurer of the Sheldon Transfer & Storage Co., Inc., Holyoke, Mass.

Rate-Cutting Hurts Business —Not Warehousing Alone

Stabilization
Is Essential

By WILLIAM M. O'KEEFE

Executive Secretary, Association of Refrigerated Warehouses

IT has come to our attention that a certain few warehouses have quoted what are considered to be ruinous rates for the cold storage of eggs this season. Some of these houses are in the hands of receivers, and it is generally understood that the others involved have not experienced profitable operation for several years. Some of them, we are told, have been "in the red" ever since they started business.

Is it any wonder that they are in the hands of receivers or on the verge of receivership when they absolutely ignore sound business principles, disregard ethics, and flood the country with quotations which do not in fact cover their actual operating expenses?

We seriously doubt whether such houses will greatly increase their tonnage, if they increase at all, and unquestionably if the persist in

IT would therefore be well to bring to the attention of storers the following editorial which appeared in one of the prominent trade papers last fall:

"The short-sighted in the trade may figure that a rate war between cold storage warehouses operates to their advantage, but this is not the fact. Where the cut rates are available to all, the lower rates do not redound to the benefit of the storer at all, but are passed on in the competitive sale of the goods. The fact is that rates which do not provide enough money to the warehouses for the efficient handling of the product in and out of the warehouse and the preservation of the proper temperatures and the care in handling are as much a detriment to the storer as they are to the warehouse. I speak not as a holder of warehouse securities, but as one interested in the trade welfare when I say that the cold storage warehouse is just as much an integral and indispensable part of the trade as is the railroad refrigerator car service or the very operators themselves. Any breakdown in the efficiency with which merchandise is handled by a cold storage warehouse is more harmful to the storer than it is to the cold storage warehouse, and therefore at the opening of a new season I am inclined to be upset by the fact that, in order to encourage a flow of business out of natural channels, some warehouses have quoted rates which are not remunerative; which do not provide sufficient income to the warehouse to pay the labor charge for the proper receiving, piling and refrigeration, and the

THE accompanying counsel on rate cutting applies to all branches of public warehousing—to merchandise and household goods storage executives as well as to the cold storage operators to whom it was addressed in an April bulletin sent out by William M. O'Keefe, Chicago, executive secretary of the Association of Refrigerated Warehouses, a division of the American Warehousemen's Association.

It is because the application is so general in character that what Mr. O'Keefe says is here republished as an article. Every warehouseman should read these words of timely warning—a message intended to stimulate caution and a regard for ethics, not to mention that rate cutting means loss in profits.

And there are some wisdom-nuggets for the warehouse patron!

prompt delivery and loading when wanted by the storer plus a reasonable profit to provide for repairs and other necessities in operating the warehouse business.

"It is just as unthinkable for the trade to operate without the assistance of an efficient cold storage warehouse as to operate without the efficient aid of a

their unfair practices they will not long survive.

Unfortunately, however, while they are "in the picture" they create an embarrassing situation for other houses of long standing in the business, whose services over a period of years have been of inestimable value in the preservation and orderly marketing of perishables, and whose rates and charges have always been just and reasonable, never representing more than a nominal return on capital invested.

Under ordinary conditions the rank and file of warehouse patrons would hesitate long before doing business with a "rate-cutting" establishment, because they realize that many times there is danger in so doing, particularly where perishable foods are involved. In times like these, however, there might be the inclination to do business where the rate is lowest.

carrier maintaining plenty of good refrigerator cars and dependable fast schedules. Thus it is that the efficiency of the warehouses has been threatened in the demand of some of the trade for rates which do not provide a sufficient margin to pay the necessary expenses of operation plus a reasonable profit. . . .

"Thus it is I say that the matter of rate structure for the cold storage industry is as much a trade problem as a warehouse problem and vitally concerns the storer who is interested in good service just as much as it interests the owners of warehouse securities. It is only the short-sighted in the trade who will look upon lower rates as a boon; those who think ahead and look to the future of trade welfare will prefer paying a reasonable rate to the warehouse that will permit a continuance of the good service so necessary toward successful operation and a broadening and growth to the warehouse industry that will make it even more valuable to the trade."

Service Paramount

THE importance of fair prices cannot be overestimated. Sellers cannot expect to obtain fair prices for their own products unless, as buyers, they are willing to pay fair prices for the commodities and service necessary to their industry. Competition is both unfair to industry and to the community when price cutting compels the sale of goods or service at a loss. Profitless merchandising retards prosperity and affects the position of the wage earner.

The patrons of cold storage warehouses are purchasers of service and because of the perishable nature of their goods efficient service is, in fact, paramount to rate. They might also bear in mind the following statement made a few months ago by the president of the National Association of Purchasing Agents:

"The sooner price-cutting is ended, and the sooner business gets back on a stable foundation of established values, the better it will be for the country and for all industrial interests. We purchasing agents know that goods are constantly being offered to us at a price below the cost of production. In our judgment, this is not a desirable state of affairs, from the standpoint of the firm or the nation.

"Our desire is to see conditions prevail where prices are based on production costs, plus a fair and reasonable profit. We are looking forward to the time when prices for articles and service we buy will stiffen, and we are satisfied that this will do more than anything else to establish solid prosperity for the country."

Warehouse patrons should also bear in mind that a cut rate may carry with it inferior and unsatisfactory service.

Trade War Means Losses

AND now to the price cutter let this be said:

Before you proceed to quote ridiculously low rates—unremunerative rates—you might well bear in mind that your competitor is in position to hit back with the same weapon and then the only result is a steady and irreversible lowering of the rate level until no one is making a profit. One of our prominent economists recently said:

"A trade war to death is like any other war. To ask who won the World War is like asking who won the Japanese earthquake. The survivors of a rate war are left with depleted reserves, embittered trade relations and a demoralized market. You can't expect to pay your bills out of your losses."

Anybody can cut prices, but it takes brains to make a better article. It

takes no particular aptitude nor a knowledge of business to cut warehouse rates down to an unremunerative basis, but it does require an intimate knowledge of perishable products and the ways of keeping them to render to the storers a service that will aid him in handling the products profitably and still give to the holder of warehouse securities a return to which he is entitled. Cut rates seldom attract enough additional volume to make up for the loss in profits as a result of the cut, and don't forget that once a rate is cut it is most difficult to restore it to normal even under the best of conditions.

Toward the Junk Heap

THE price-cutter in the cold storage warehousing field, although ignorant of the fact, perhaps may "wake up" one of these times to find that he is "skating on thin ice." His activities, or some of them, are probably in violation of the trade practice rules approved by the Federal Trade Commission, and therefore unlawful and subject to penalty.

Don't stick your head in a noose—know your costs and base your rates thereon; avoid price discrimination, secret rebates, commercial bribery, etc. It pays to do business in a business-like way.

Herbert N. Casson, writing in the *Western Canner and Packer*, November, 1930, issue, said this:

"The price-cutter is worse than a criminal. He is a fool. He not only pulls down the standing of his goods or service; he not only pulls down his competitors—he pulls down himself and his whole trade. He scuttles the ship in which he himself is afloat.

"Nothing is so easy as to cut prices; and nothing is so hard as to get them back when once they have been pulled down. Any child can throw a glass of water on the floor, but all the wisest scientists in the world can't pick that water up.

"Who gets the benefit of price-cutting? The man who sells makes no net profit; and the man who buys soon finds himself getting an inferior product. No manufacturer can permanently keep up the standard of his goods if the price is persistently cut. Pretty soon he is com-

elled to use cheaper materials, and to cut down the wages of his workers.

"The man who cuts prices puts up this sign: 'This way to the junk heap.' He admits his own failure as a salesman and business man. He admits he has been defeated according to the Marquis of Queensberry rules of business. He admits he cannot win by fighting fair. He brands himself a hitter-below-the-belt. If the business world was dominated by price-cutters, there would be no business at all. Price-cutting, in fact, is not business any more than smallpox is health.

"Whenever you see this sign on a price-cutter's establishment—'Going Out of Business'—you may be sure it is a falsehood. How can he go out of business when he never was in?"

Asses have been known as *fools* and *price-cutters* have been known as *asses*.

Costs Have Mounted

AND now a word to our many friends in the cold storage business who might be confronted with this price-cutting competition.

Don't get panicky; keep a stiff upper lip. The price-cutters are very much in the minority and they can accommodate only so much business, if it is offered to them. The fact is that in many cases—in the big majority of cases—the extremely low rates they quote get them no business at all. A prospective storer may tell you that he can do better elsewhere, but if your rates are fair and reasonable, stick to them.

Have you increased your charges in the past ten years to meet mounting expenses, increased labor costs, higher taxes? I don't believe you have, so why reduce them further than they have been reduced in the past few years?

No one will deny that in recent years there has been a gradual lowering of the cold storage rate structure in this country and no will seriously contend that the reductions made were justified from the standpoint of actual costs of operation. This tendency, if continued, will, in the judgment of the writer, eventually prove disastrous to the entire industry.

Again I suggest—*go slow in granting rate reductions*.

Crone Company Billboard 50 by 120 Feet

THE Crone Storage Company, Ltd., Vancouver, was the consignee recently of the household goods of an Englishman, a Mr. Gilchrist, manager of a large flour milling company, who is taking up his residence in Vancouver.

The accompanying illustration shows that the shipment was made by Elys, a warehouse firm in Wimbleton, England.

The wall sign picturing one of the Crone firm's vans is 50 by 120 feet and is one of the largest outdoor advertising boards in the Canadian West.



Government Forces Rates Down on Cotton Storage

Another Species
of Competition

By CHARLES E. FINCK

Traffic Manager, Bayway Terminal, Bayway, N. J.

PLANNING your work and working your plan is good business for the warehouseman. But does the warehouseman today realize that some part of his planning must anticipate Government legislation so long as the Government is in business?

Warehouse relief should be just as practical and beneficial as farm or industrial relief. Our Government recognizes the necessity of such reliefs, in the belief that it helps rather than hurts the general public.

However, the magnitude and scope of our diversified interests make it a difficult task. To say that this or that relief measure is going to be beneficial to the public at large is a fallacy.

We have heard and read a great deal about the relief

THIS country started stabilizing prices of its great cotton crops when this commodity was being sold and delivered on New York futures contract at 21 cents a pound. The Farm Board, through the Cotton Stabilization Corporation, established a policy of making loans to the farmer at 16 cents, basis middling.

This Board later was buying future contracts through the exchanges and actually becoming the owner of "contract cotton" which was held by cotton merchants at the seaboard.

On Jan. 3, 1931, the stock of "contract cotton" held under the New York Cotton Exchange contracts was 1,116,643 bales. A record stock possibly for a generation to come but I do not know that the Board acquired the entire stock.

This cotton was stored in licensed warehouses at New York, New Orleans, Houston, Galveston, Charleston, Savannah, Mobile and Norfolk at the regular established storage rates of those ports, the delivery of this large volume of cotton having been effected through the "southern delivery system" that Washington inaugurated to stop manipulation of cotton prices.

After the Farm Board had secured the most expensive stock of cotton in the world and prices had gone below the loan basis (16c.), the cotton warehousemen witnessed the greatest "price-cutting" game in the history of the industry.

The Board could not afford to manipulate the market by re-delivering cotton on contract but it apparently felt secure in manipulating warehouse rates.

With the storage charges mounting and the price of cotton falling, stabilization appeared to be a myth. Something

for the cotton farmer and the stabilization of the price of cotton. The methods that have been employed to correct "supply and demand" surely by this time must have convinced the taxpayer of the futility of Government in business.

The layman thinks of the Farm Board as something pertaining to the farm or farmer. What else could he think? Our legislators intended relief for the farmers when they created the Farm Board, but in order to secure this relief we had to stabilize prices, which meant that the Government was going to merchandise cotton.

And it has—with disastrous effect on public warehouse companies with cotton storage facilities.

Rate Pressure

IN effect the Government is, through its Farm Board, saying to the seaboard cotton storage warehouses:

"Cut your rates or lose the Farm Board's business."

And those which refuse to cut, lose the business, Mr. Fink says in this article.

"Seaboard warehouses have been compelled to lower storage rates 68 per cent since 1930," the writer states.

"What of 1933? Will further reduction be forced?"

Every warehouse executive, whether or not he stores cotton, will be interested, in this era of Government competition with private business, in Mr. Fink's accompanying background story.

had to be done, and it was—to the warehousemen.

The warehousemen were asked to make drastic rate-cuts. Those that failed to do so lost the storage of Farm Board cotton.

The rate in New York was cut from 37½c. per bale per month to 17½c. per bale, or 50.4 per cent during 1931. And that's not all. This year they were forced to make another cut to 12s. per bale, or a total cut of 68 per cent.

What rate can the warehousemen expect in 1933?

The writer, who has been connected with the warehouse cotton business for more than ten years, believes that now

is the proper time for the warehousemen to demand of the Government fair treatment while it is merchandising our crops.

Warehousing is a basic industry and there are many millions of dollars invested in this business all over the country.

Being a stockholder of a warehouse company which stores cotton, I quote from a letter recently received:

"The existing financial condition of the Terminal is due to the low storage rates forced on the company at a time when, due to the existing worldwide depression, it was thought best to accept. This reduction in rates cut the 1931 revenue \$336,000."

I have ascertained that this company's loss in revenue of \$336,000 was only on income from cotton storage, which indicates that the company's gross revenue on cotton storage at the established rate (37½c.) would have been \$630,000 for the year of 1931 had the Government stayed out of the cotton merchandising business.

Warehouses located on the seaboard are in competition with the city, State and the Government-owned properties which are operated as warehouses because at the moment they have no usefulness for the purposes for which they were planned and built. Therefore it would be just as practical to suggest that, if the farmers of the country cannot produce farm products at a profit and require Government help, the Government go into the raising of these crops.

To reiterate, inasmuch as the raising of crops is a basic industry, it cannot be questioned that warehousing in conjunction with merchandising is a basic industry also.

I. C. C. Urges Only "Reasonable Regulation" of Motor Trucks

"Progress Report"
in Docket 23400

Cautioning Congress to Move Slowly, Commission Advises Provisions for Operating Permits and Insurance as Only Steps at This Time—Says Carriers Should Be Divided Into Common and Contract Classes

By STEPHENS RIPPEY

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

THE Interstate Commerce Commission's final decision in Docket 23400, Coordination of Motor Transportation, differs in a number of important respects from the proposed report submitted by Examiner Leo J. Flynn.

The most important difference probably is that concerning what should be done in the immediate future so far as Federal regulation of motor vehicles is concerned. Examiner Flynn held the Federal Government had power to regulate all motor vehicles, including the controversial contract carriers, and recommended that legislation looking toward complete regulation of this type of transportation be enacted.

The Commission, however, cautioned Congress to "make haste slowly" and recommended that at present only a limited regulation of motor trucks be undertaken.

This recommendation follows the thought of Senator James Couzens of Michigan, chairman of the Senate Interstate Commerce Committee, whose bill providing for regulation of trucks and buses is now before his committee.

Though going along with Senator Couzens to a certain extent, the Commission does not feel, as he does, that its regulation should be immediately extended to such questions as qualifications of drivers, hours of service of employees, and the size, weight of load, length and speed of motor vehicles.

Specifically, the Commission recommends that "Congress provide at once to put Federal regulation to the test so far as the transportation of passengers by motor bus is concerned." The Commission pointed out this would provide an organization which would serve as a nucleus for such further steps in motor vehicle regulation as experience and added information may show to be desirable and practicable.

"We also recommend that immediate authority be exer-

THE Commission's specific findings with respect to motor trucks follow:

"Transportation of property for hire by motor trucks operating over the public highways in interstate commerce should be subjected by law to reasonable public regulation. Carriers should be divided into general classes, common carriers and contract (private) carriers.

"The first should include all carriers

who undertake for hire to transport from place to place, over the public highways, by motor vehicle in interstate commerce, the property of those who may choose to employ them. The second should include all carriers not within the description of common carriers.

"No person should be permitted to operate a motor vehicle for the transportation of property for hire either as

cised over motor trucks, of both the common carrier and contract type, to the extent necessary to locate those which are operating in interstate commerce and obtain from them such information in regard to their operations as the Commission may reasonably require," the Commission said. "In this way data will be secured which, as the legal situation clarifies, will be of great aid in pointing the way to further regulation in the public interest.

"Our recommendations, therefore, must be regarded in the light of a progress report. They do not cover the utmost which we believe will ultimately prove necessary and desirable in the way of Federal regulation of motor vehicles. They represent merely the first step which we believe it is wise and practicable to take under existing conditions."

The majority opinion was written by Commissioner Ezra Brainerd, Jr. Concurring opinion were submitted by Commissioners Ernest I. Lewis, Frank McManamy and William E. Lee. The latter joined in their expressions. Commissioner Hugh M. Tate took no part in the disposition of the case.

Commissioner Lewis declared he would go farther than the majority and require a thoroughgoing regulation of motor vehicles, with rates subject to the Commission's jurisdiction.

Commissioners McManamy and Lee agreed that buses should be regulated by the Federal Government, but expressed doubts as to the advisability of attempting to regulate trucks and as to the effectiveness of Federal regulation of trucks if it is undertaken.

Unlike Examiner Flynn, who felt Federal regulation of contract carriers was entirely within the Constitution, the Commission expressed some doubts as to what might happen to an attempt to regulate this type of carrier. Consequently, it recommended only the limited type of regulation for trucks at this time, embodying practically only the business of obtaining a permit to operate.

a common carrier or a contract carrier, over the public highways in interstate commerce, without first having secured a permit as hereinafter provided.

"All motor carriers for hire should be required to apply to the Commission for a permit to operate and upon compliance with all the applicable provisions of the Act should be entitled to such permit, which should be issued for a

TRUCK REGULATION

Distribution and Warehousing
May, 1932

definite period, should be assignable, with the approval of the Commission, and revocable by it for good cause shown.

"There should be required as prerequisites to the commencement of operations: (1) If by common carriers, (a) a permit, and (b) liability insurance that will assure adequate protection for loss or damage to cargo, and for personal injuries and property damage; and (2) if by contract carriers, (a) a permit and (b) liability insurance to secure the public in case of personal injury or property damage.

"All motor carriers for hire should be required to keep such records of operations performed by them and make such reports as the Commission may reasonably prescribe."

The Commission also renewed its recommendations that freight-forwarding companies and express-freight companies be made subject to the provisions of the interstate commerce Act.

Recommendation also was made that participation in through routes and through rates between common carriers by motor truck and common carriers by railroad and by water should be authorized, but not required, and that such transportation and such carriers as engage in it be made subject to the Commission's jurisdiction.

Jurisdiction to administer regulations should be vested in the Commission, with directions or authority to refer specific matters to joint boards composed of members of State regulatory bodies, the Commission said.

Another recommendation was that the Commission should be authorized to confer or hold joint hearings with representatives of the State regulatory bodies and should be authorized to avail itself of the cooperation, services, records and facilities of any State.

In commenting on its recommendation that no Federal regulation of qualifications of drivers, hours of service, weights, etc., be undertaken at this time the Commission said:

"This for the reasons that the States now have a clear right to protect the public safety under their police powers; that, in the absence of legislation by Congress, State regulations of this character, if reasonable, are lawful, even though they may indirectly affect interstate commerce; that legislation by Congress would manifest an intention to occupy this field of regulation and the effect would be to immediately exclude all State legislation upon the subject and to cast upon the Government the duty and burden of enforcement.

The States have also very generally exercised their right to regulate in these respects, and Federal regulation is not as yet shown to be necessary. In order to obtain desirable uniformity in such regulations so far as they affect interstate commerce, it may eventually become necessary for Congress to occupy this field."

The Commission also renewed its recommendation for an "impartial and authoritative" investigation into motor, water and air carriers operating in com-

petition with the railroads to determine if they are receiving direct or indirect Government aid amounting, in effect, to a subsidy.

Pointing to the difficulties of regulating motor truck transportation, the Commission said this business was carried on for the most part by many persons and in rather small units and to a considerable extent by shippers themselves.

"The fixed investments are comparatively small," it said. "Depots and expensive terminals in congested districts are not required. The proportion of fixed to variable expenses of operation is small. Many trucks move if and when business is offered at remunerative rates. Schedules of movements are frequently not maintained. Because of the far larger number of persons or companies engaged in motor trucking for hire, the motor truck industry tends to be less monopolistic than the motor industry.

"Regulation, to be effective, should include both contract and common carriers. They should be treated separately because it is no longer open to doubt that, consistent with due process of law, a contract carrier cannot be converted against his will into a common carrier by mere legislative command, or be regulated as such.

"Those opposed to Federal regulation of motor vehicles contend that regulation under the police powers represents the limit of any valid regulation of contract carriers, since the business of those carriers is said not to be affected with a public interest, and that any attempt to regulate the business of contract carriers as distinguished from their use of the highways infringes on the prohibitions of the Fifth and Fourteenth Amendments.

"This would depend, we understand, upon whether the particular regulation was considered arbitrary or capricious, or whether it was deemed justly related to a matter of public concern and was reasonably necessary and appropriate to correct the evil to be remedied; in each case a judicial question and one which, in regard to the contentions here made, has not been authoritatively decided."

The Commission discussed a number of decisions of the United States Supreme Court which deal with the question of motor truck regulation, declaring it could be inferred that a State may, where circumstances justify, regulate a contract motor carrier doing business on the public highways, at least to the extent of requiring certificates of public convenience.

"It is, however, well settled that the power over commerce among the States conferred upon Congress by the Constitution is complete in itself, extends incidentally to every instrument and agent by which such commerce is carried on, may be exerted to its utmost extent over every part of such commerce, and is subject to no limitations save such as are prescribed in the Constitution; and it is sufficient for our purpose to state that the remedies we propose are, in our opinion, not only appropriate, but clearly

within the constitutional power of Congress to prescribe," the Commission continued.

"So far as this record shows, the demand for Federal regulation of the transportation of property by motor truck comes mainly from the railroads. There is little present demand by shippers for such regulation.

"The fact that shippers do not now generally recognize the need for Federal regulation of motor truck operations does not prove that such regulation is not required in the public interest. The immediate advantages of unrestrained competition in transportation are easy to perceive; but the more remote consequences, which may be most injurious to all concerned, are not so easily foreseen and recognized. This has uniformly been the experience with such competition in the public services, of which transportation is the most important.

"The evidence in this investigation shows very clearly that such injurious consequences may be expected from, and to some extent have already been produced by, the unrestrained competition of motor vehicles with the railroads and with each other. Some of these consequences may thus be summarized:

"1. An instability in charges for transportation affected by the competition, resulting in widespread and unjust discrimination between shippers and uncertainty as to the basis upon which business may be done.

"2. The loss of much capital invested in both the railroads and the motor vehicles.

"3. Radical changes in the railroad rate structure which, in the final analysis, may result in loading the traffic which is not affected by the competition with the utmost charges that it is able to bear.

"4. A tendency to break down wages and conditions of employment in the transportation industry.

"5. Increase in the hazard of use of the highways.

"It is not our thought that anything should be done to suppress new means of transportation, such as those supplied by motor vehicles, which augment and improve the service furnished to the public. It is our thought that regulation should be provided which will minimize injurious consequences by restraining competition within reasonable limits, encouraging desirable coordination between the rival forms of transportation, and stabilizing rates and finances."

"Public regulation may be of three distinct general forms. One is regulation through taxation. Another is regulation through the police power in the interest of public safety and convenience. The third is regulation of rates, charges, practices, service, and other matters, such as this Commission exercises in the case of the railroads.

"Taxation is a most important matter, if conditions of competition are to be fair. Whether they now are fair in this respect is as yet far from clear. The evidence on this point is incomplete and

unsatisfactory. We have recommended to Congress a special and intensive investigation of this question by a body armed with appropriate authority and means of research.

"The States are exercising their police power extensively for the protection of public safety and convenience in the use of highways by motor vehicles. This, also, is a most important matter. Congress has not as yet attempted to occupy the field so far as interstate commerce is concerned. Uniformity in such regulations seems highly desirable. It may be well for Congress to take action to that end. This is a matter beyond our purview, but we have recommended that it be made the subject of a special and intensive investigation under authority of Congress.

"The need for regulation of the third form has been shown. Special and unusual difficulties, however, surround such regulation. One is a practical difficulty. It has been found impossible in this investigation to determine the number of motor vehicles operating as common carriers or contract carriers of property, or transporting the goods of their owners, in interstate commerce. Nor is it known how many concerns or individuals operate at such trucks. The indications are that the number of operators is very large, and that the operations are mostly on a small scale. If this is a fact, as it appears to be, the practical difficulties of regulation are vastly increased. Regulation which is appropriate and practical in the case of a comparatively few large, well-organized companies may be quite impracticable for a multitude of individuals or small concerns.

"Another difficulty is legal in its nature, but has important practical consequences. It is as yet uncertain how far regulation may lawfully be extended to contract carriers which do not operate as common carriers. Yet the common carrier trucks are in competition with the contract trucks, to say nothing of the trucks which are owned by those whose goods they transport. An attempt to regulate common carrier trucks without similar regulation of competing trucks may not only be unfair, but may have the result of driving the common carriers into the contract field. It is the common carrier trucks, also, which now largely serve the smaller shipper. Inequality in regulation may, therefore, result in discrimination as between the larger and the smaller shippers. The States are now providing a field of experimentation the results of which are likely to throw light on the underlying legal question. Indeed, certain cases are now pending in the Courts, the decisions in which may be very illuminating."

In his concurring opinion Commissioner Lewis declared there should be put into effect "just as quickly as it can be properly developed," and "to the extent that public rather than any special interest requires, adequate regulation of the commercial motor bus and motor truck, extending to and including rates, fares, charges and practices, and requir-

TRUCK REGULATION

ing that they be just, reasonable and non-discriminatory."

He said unregulated competition in time would not only destroy such an adequate and necessary railroad system as contemplated and declared for by Congress, but also be detrimental to the development of proper interstate and intrastate motor transport; that the repercussion of unregulated truck competition in the field of transportation would detrimentally affect the general financial, commercial, economic and social structure; that coordination of rail, highway and other transportation facilities must come as quickly as it can intelligently be developed.

What was needed, he said, was exact knowledge, now not available, of the complicated problems of motor transport that confront the Commission.

He suggested a Federal license plate be placed on all motor vehicles operating in interstate commerce, with a charge to be made for the plate. The revenue derived from this charge, he said, could be used to provide funds for an adequate staff of inspectors and policing officials.

"Second," Mr. Lewis continued, "it would effectuate and tremendously simplify policing. Third, it would quickly produce a complete register of all motor trucks operating for hire in interstate commerce. Fourth, the Federal regulatory body, with the cooperating State regulatory bodies, would be placed directly in line to get that definite knowledge of extent and character of highway transportation, taxation, cost and all other information and data now largely lacking but necessary to evolve a proper regulatory system and promote such coordination of transportation facilities as may be in the public interest."

Discussing feasibility of Federal regulation of trucks and expressing doubt it could be effectively accomplished, Commissioner McManamy said, in part:

"This record shows that there were approximately 3,500,000 motor trucks in use in 1930. Of these one-half were privately operated and probably not subject to Federal regulation; 30 per cent were contract carriers and 20 per cent common carriers. Five per cent of the total, or approximately 175,000 vehicles, are common carriers engaged in interstate commerce and clearly subject to Federal regulation. Seven and one-half per cent of the total, or about 260,000 of the contract carrier trucks, are also engaged in interstate commerce, but the right of the Federal Government to regulate contract carriers has never been definitely established. Assuming, however, that this right exists, Federal regulation if established will apply to not more than 12.5 per cent, or about 435,000 vehicles. We will then have on the highways about 435,000 motor trucks subject to Federal regulation and something over 3,000,000 subject only to regulation by the States. That I submit will in no way improve the present situation."

"Forty-seven States and the District of Columbia now have laws and regulations governing the use of motor vehicles and more or less effective organizations

for the administration of such laws. The laws of many of the States are comprehensive and well administered. Federal laws less comprehensive and complete than the State laws will harm rather than help the situation. It is well settled by decisions of the highest Courts that when the Federal Government enters a field of regulation its authority is supreme and its regulations supersede State regulations in the same field. Under such conditions I doubt the advisability of the Federal Government attempting to enter the field, particularly when at most it is proposed to regulate not more than 12.5 per cent of the traffic. If, however, the Federal Government does enter the field, the regulations established should be far more comprehensive than what is here proposed and should cover the safety of the design and maintenance of the vehicle used and the number, qualifications, and hours of service of the employees who operate such vehicles. To do less would simply confuse the situation and render ineffective more complete and efficient State regulations.

"It is urged that the railroads are entitled to relief from the unfair competition of unregulated highway traffic. With that I agree.

"Such relief, however, should be afforded by relieving the railroads from restrictions which may exist over their right to use the highways on exactly the same terms as motor truck or motor bus operators. Railroads should be permitted to extend or supplement their service by the use of motor trucks or busses and to establish through rates for such service so that motor vehicles could be freely used as feeders for the railroads. Regulation of motor vehicles should be established only for the benefit of the public and the protection of travelers and employees. It should never be established for the purpose of imposing burdens on one instrumentality of commerce so that another could successfully compete. Such use of the power to regulate is destructive and is an abuse of that power."

"It is suggested that regulation by the Federal Government would promote coordination of the different forms of transportation. Just how Federal regulation will bring that about has not been explained. Effective coordination of rail and motor transportation can only come from a desire to render adequate public service. If railroads are given the right to supplement their service by the use of motor vehicles and the desire to render complete service exists, coordination will follow as the day follows night. It cannot be brought about by imposing on owners of motor vehicles the burden of obtaining Federal permits and on the Government the expense of issuing them. Unless the Federal Government is prepared to fully and adequately regulate motor vehicles for the transportation of property for hire over the public highways, it should not cloud the right of the States to do so by establishing halfway measures. What is here proposed will serve no good purpose."

Occupancy Figures Indicate a Further Recession

Feb. 29th Mark
1.9% Down

By KENT B. STILES

PUBLIC MERCHANDISE WAREHOUSING JANUARY-FEBRUARY, 1932

| Division and State | Per Cent. of Floor Space Occupied | | TONNAGE | | | | | | | |
|--|---|------|--------------------------|---------|--|------|-------------------------|--------|--|------|
| | | | Received During Month | | Equivalent No. of Lbs. per Sq. Ft. | | Delivered on Arrival | | Equivalent No. of Lbs. per Sq. Ft. | |
| | Jan. | Feb. | Jan. | Feb. | Jan. | Feb. | Jan. | Feb. | Jan. | Feb. |
| NEW ENGLAND (Total) | 56.0 | 54.4 | 15,437 | 10,826 | 11.6 | 8.1 | 4,070 | 5,402 | 3.1 | 4.0 |
| Vermont and New Hamp. | 68.8 | 59.5 | 83 | 74 | 2.6 | 2.3 | | | | |
| Massachusetts | 53.7 | 51.5 | 8,952 | 7,426 | 10.2 | 8.5 | 3,298 | 3,307 | 3.7 | 3.8 |
| Connecticut | 80.2 | 75.9 | 3,951 | 926 | 18.6 | 4.0 | 557 | 1,815 | 2.6 | 7.9 |
| Rhode Island | 45.2 | 47.2 | 2,451 | 2,400 | 12.0 | 11.8 | 215 | 280 | 1.1 | 1.4 |
| MIDDLE ATLAN. (Total) | 61.3 | 60.3 | 101,415 | 117,247 | 13.7 | 15.9 | 8,979 | 7,571 | 1.2 | 1.0 |
| N. Y. Metropolitan Dist. | 62.4 | 61.5 | 71,942 | 89,296 | 12.7 | 15.8 | 2,245 | 2,295 | 0.4 | 0.4 |
| Total (1) | 58.0 | 55.4 | 35,721 | 47,186 | 10.9 | 14.5 | 1,764 | 1,924 | 0.5 | 0.6 |
| Brooklyn | 62.6 | 63.1 | 7,194 | 14,137 | 9.5 | 18.7 | 155 | 137 | 0.2 | 0.2 |
| Manhattan | 69.7 | 70.2 | 24,921 | 22,615 | 16.4 | 14.9 | 326 | 234 | 0.2 | 0.2 |
| Nearby New Jersey | 77.6 | 77.9 | 4,106 | 5,358 | 32.2 | 42.0 | | | | |
| All other Met. Dist. | 54.5 | 51.3 | 8,330 | 6,186 | 11.6 | 8.5 | 3,320 | 2,869 | 4.6 | 4.0 |
| N. Y., except Met. Dist. | 57.0 | 56.2 | 661 | 587 | 7.8 | 6.9 | 81 | 110 | 1.0 | 1.3 |
| N. J., except Met. Dist. | 59.4 | 59.2 | 20,482 | 21,178 | 22.4 | 23.2 | 3,333 | 2,297 | 3.6 | 2.5 |
| Pennsylvania | | | | | | | | | | |
| E. NO. CENTRAL (Total) | 67.7 | 66.5 | 73,727 | 69,048 | 15.1 | 14.2 | 21,174 | 20,618 | 4.3 | 4.2 |
| Ohio | 66.4 | 64.6 | 17,763 | 14,141 | 14.9 | 12.0 | 10,161 | 8,937 | 8.5 | 7.6 |
| Indiana | 72.8 | 76.9 | 6,136 | 6,706 | 14.2 | 15.1 | 1,280 | 1,646 | 3.0 | 3.7 |
| Illinois, except Chicago | 73.6 | 72.8 | 5,284 | 4,955 | 22.4 | 20.9 | 1,591 | 1,715 | 6.8 | 7.2 |
| Chicago | 66.6 | 64.4 | 24,763 | 22,991 | 18.0 | 16.7 | 3,321 | 2,795 | 2.4 | 2.0 |
| Michigan | 68.5 | 66.8 | 15,409 | 16,911 | 11.8 | 13.1 | 2,697 | 3,112 | 2.1 | 2.4 |
| Wisconsin | 61.8 | 61.2 | 4,372 | 3,344 | 12.5 | 9.6 | 1,244 | 2,413 | 6.1 | 6.9 |
| W. NO. CENTRAL (Total) | 68.5 | 67.3 | 45,837 | 44,990 | 17.1 | 16.8 | 13,341 | 14,543 | 5.0 | 5.4 |
| Minnesota, except Minneapolis and St. Paul | 70.7 | 56.4 | 665 | 1,008 | 7.9 | 8.6 | 1,037 | 655 | 12.3 | 5.6 |
| Minneapolis and St. Paul | 82.0 | 82.1 | 13,409 | 14,366 | 19.3 | 20.6 | 5,003 | 5,254 | 7.2 | 7.5 |
| Iowa | 61.7 | 59.8 | 7,947 | 7,947 | 22.1 | 22.1 | 2,709 | 2,989 | 7.5 | 8.2 |
| Missouri, except St. Louis | 66.8 | 64.2 | 9,083 | 7,951 | 20.2 | 17.7 | 1,310 | 1,575 | 2.9 | 3.5 |
| St. Louis | 65.2 | 66.5 | 5,420 | 4,594 | 11.7 | 10.8 | 295 | 251 | 0.6 | 0.6 |
| North Dakota | 83.3 | 80.0 | 1,286 | 1,138 | 10.7 | 9.5 | 398 | 633 | 5.6 | 9.1 |
| South Dakota | 62.7 | 56.5 | 567 | 351 | 8.9 | 5.1 | | | | |
| Nebraska | 64.2 | 56.5 | 2,768 | 4,482 | 9.5 | 15.3 | 1,246 | 1,516 | 4.3 | 5.2 |
| Kansas | 59.5 | 57.8 | 4,692 | 3,153 | 33.8 | 22.7 | 1,205 | 1,569 | 8.7 | 11.3 |
| SOUTH ATLANTIC (Total) | 69.0 | 64.5 | 44,988 | 40,391 | 26.8 | 23.7 | 8,678 | 9,897 | 5.2 | 5.8 |
| Maryland and Delaware | 68.7 | 61.0 | 20,250 | 25,995 | 20.8 | 26.0 | 1,104 | 1,048 | 1.1 | 1.0 |
| District of Columbia | 78.4 | 78.4 | 1,859 | 1,759 | 19.6 | 18.1 | 2,010 | 1,588 | 21.2 | 16.3 |
| Virginia | 60.7 | 60.3 | 1,556 | 1,278 | 11.3 | 9.3 | 517 | 402 | 3.8 | 2.9 |
| West Virginia | 79.4 | 85.4 | 1,463 | 1,260 | 17.8 | 15.4 | 827 | 860 | 10.1 | 10.5 |
| North and South Carolina | 65.5 | 61.9 | 8,149 | 2,283 | 55.5 | 15.5 | 561 | 509 | 3.8 | 3.5 |
| Georgia and Florida | 68.9 | 68.7 | 11,702 | 7,816 | 48.2 | 32.5 | 3,659 | 5,490 | 15.1 | 22.8 |
| SOUTH CENTRAL (Total) | 75.6 | 72.1 | 36,086 | 31,198 | 16.8 | 15.0 | 13,788 | 12,921 | 6.4 | 6.2 |
| Kentucky and Tennessee | 73.1 | 66.6 | 4,168 | 3,906 | 11.6 | 13.2 | 2,295 | 1,710 | 6.4 | 5.8 |
| Alabama and Mississippi | 73.7 | 70.9 | 1,529 | 1,438 | 16.5 | 15.0 | 813 | 968 | 8.8 | 10.1 |
| Arkansas | 72.9 | 73.7 | 1,290 | 589 | 9.8 | 4.5 | 1,165 | 1,014 | 8.8 | 7.7 |
| Louisiana | 78.5 | 76.5 | 18,574 | 14,392 | 20.7 | 16.1 | 530 | 595 | 0.6 | 0.7 |
| Oklahoma | 77.1 | 66.6 | 4,409 | 5,586 | 34.9 | 46.0 | 5,200 | 5,786 | 41.2 | 47.6 |
| Texas | 74.8 | 71.1 | 6,116 | 5,287 | 11.3 | 9.8 | 3,785 | 2,848 | 7.0 | 5.3 |
| MOUN. and PAC. (Total) | 68.2 | 66.0 | 43,101 | 35,603 | 15.0 | 12.3 | 17,055 | 19,193 | 5.9 | 6.6 |
| Idaho and Wyoming | 71.8 | 66.2 | 107 | 196 | 3.0 | 5.6 | 88 | 149 | 2.5 | 4.2 |
| Montana | 86.3 | 77.4 | 717 | 627 | 16.0 | 14.0 | 236 | 220 | 5.3 | 4.9 |
| Arizona and New Mexico | 69.6 | 61.6 | 520 | 639 | 5.6 | 6.5 | 455 | 597 | 4.9 | 6.1 |
| Utah | 62.1 | 61.8 | 1,876 | 2,126 | 25.3 | 28.7 | 140 | 73 | 1.9 | 1.0 |
| Colorado | 70.5 | 66.9 | 2,727 | 2,064 | 13.3 | 9.6 | 1,614 | 2,098 | 7.9 | 9.7 |
| Washington | 70.1 | 67.4 | 4,317 | 3,802 | 17.7 | 15.6 | 2,287 | 1,548 | 9.4 | 6.3 |
| Oregon | 61.3 | 61.5 | 11,715 | 8,546 | 47.7 | 43.8 | 6,450 | 8,539 | 26.2 | 34.7 |
| California | 68.3 | 66.5 | 21,122 | 17,603 | 10.9 | 9.1 | 5,785 | 5,969 | 3.0 | 3.1 |
| TOTALS FOR UNITED STATES | 65.9 | 64.0 | 360,591 | 349,303 | 15.6 | 15.2 | 87,085 | 90,145 | 3.8 | 3.9 |

(1) Because of the importance of this territory, figures are shown separate from the State total. The figures for January have been revised; those for February are preliminary.

THE Government's public merchandise warehousing figures issued on April 15 record provisionally for Feb. 29 an average occupancy of 64.0 per cent for the entire country, as compared with 65.9 per cent on the last day of January, and with 66.7 per cent on the final day of December.

This recession for the first two months of 1932 parallels declines in the corresponding periods in 1931 and 1930. In 1931 an upturn did not materialize until August, and in 1930 no advance was reported until May.

The 64.0 per cent, provisional, reported for Feb. 29 compares with percentages on Feb. 28 of the four preceding years as follows:

| | | | | | |
|------------------|------|------|------|------|------|
| 1928 | 1929 | 1930 | 1931 | 1932 | |
| Last day of Feb. | 68.7 | 68.3 | 71.7 | 67.9 | 64.0 |

The tonnage figures in the accompanying January-February table indicate that in February a smaller percentage of goods entered storage (out of total volume received) in the later month.

In February, 439,448 tons arrived at the reporting warehouses; of this volume, 349,303 tons, of 79.5 per cent, entered storage, the balance being delivered on arrival. In January the total arriving volume was 447,676 tons, of which 360,591 tons, or 80.5 per cent, entered storage, the balance being delivered on arrival.

The provisional 79.5 per cent for February compares as follows with the February of each of the four preceding years:

| | | | | | |
|----------|------|------|------|------|------|
| 1928 | 1929 | 1930 | 1931 | 1932 | |
| February | 83.6 | 71.8 | 78.4 | 80.1 | 79.5 |

Occupancy

THE 3.9 per cent average decline, for the entire country, on this past Feb. 29, from the level recorded for the previous year's corresponding date was everywhere except in Connecticut, the New York metropolitan district as a whole, Wisconsin, the Twin Cities, District of Columbia, Alabama-Mississippi, Arkansas, Louisiana, Idaho-Wyoming, and Utah. The declines range from a fraction of one per cent to a maximum of 25.8 per cent in Virginia.

The following comparisons are available across five years:

| | Occupancy— End of February | | | | |
|-------------------------------|-------------------------------|------|------|------|------|
| | 1928 | 1929 | 1930 | 1931 | 1932 |
| Mass.-Vt.-Me.-N.H. | 46.1 | 48.0 | 52.1 | 55.1 | 59.5 |
| Mass.-Vt. | ... | ... | 69.4 | 59.5 | 51.5 |
| Vt.-N. H. | ... | ... | 53.7 | 51.5 | ... |
| Mass. | 59.1 | 63.3 | 54.0 | 65.4 | 75.9 |
| Conn.-R. I. | ... | ... | 61.0 | 47.2 | ... |
| R. I. | ... | ... | 72.1 | 55.3 | 71.4 |
| N. Y. Met. Dist. | 68.2 | 41.3 | 64.1 | 56.5 | 55.4 |
| Brooklyn | 78.3 | 67.6 | 79.6 | 65.6 | 63.1 |
| Manhattan | ... | ... | ... | ... | ... |
| Nearby N. J. & other | 75.5 | 72.5 | 79.4 | 50.2 | 70.2 |
| Nearby N. J. | ... | ... | ... | 42.8 | 77.9 |
| All other | 69.2 | 51.6 | 69.5 | ... | ... |
| N. Y. State | 75.7 | 73.6 | 78.3 | 65.4 | 51.3 |
| N. Y. State except Met. Dist. | ... | ... | ... | ... | ... |
| N. J. State | 66.6 | 72.6 | 64.3 | 66.0 | 59.2 |
| Penn. | 76.4 | 85.6 | 84.1 | 76.8 | 64.6 |
| Ohio | 74.8 | 77.3 | 78.0 | 82.1 | 76.9 |
| Indiana | 76.5 | 76.6 | 80.4 | ... | ... |
| Illinois | 77.8 | 77.0 | 83.1 | 76.1 | 64.4 |
| III. except Chicago | 71.3 | 69.5 | 70.9 | 68.9 | 66.8 |
| Chicago | 80.7 | 85.0 | 78.2 | 55.9 | 61.2 |
| Michigan | 73.2 | 80.7 | 78.0 | ... | ... |
| Wisconsin | 73.8 | 81.7 | 78.5 | 79.1 | 82.1 |
| Minnesota | 74.0 | 72.3 | 79.0 | 73.4 | 59.8 |
| Iowa | 78.2 | 86.2 | 80.9 | ... | ... |
| Missouri | 67.3 | 84.5 | 77.4 | 72.4 | 66.5 |
| Mo. except St. L. | 79.0 | 93.8 | 77.7 | ... | ... |
| No. & So. Dak. | ... | ... | 86.4 | 80.0 | ... |
| No. Dakota | 79.4 | 74.4 | 77.3 | 81.3 | 56.5 |
| So. Dakota | 78.8 | 82.9 | 77.9 | 66.8 | 57.8 |
| Nebraska | 58.6 | 54.7 | 64.3 | ... | ... |
| Del.-Md.-D. C. | ... | ... | 72.3 | 61.0 | ... |
| D. C. | 75.5 | 80.7 | 72.0 | 74.1 | 78.4 |
| Va.-W. Va. | 69.1 | 69.1 | 87.6 | ... | ... |
| Virginia | ... | ... | 86.1 | 60.3 | ... |
| W. Va. | ... | ... | 89.5 | 85.4 | ... |
| No. & So. Car. | 59.8 | 64.3 | 70.4 | 70.8 | 61.9 |
| Ga.-Fla. | 71.2 | 82.7 | 74.0 | 72.2 | 68.7 |
| Ky.-Tenn. | 78.5 | 74.3 | 68.4 | 74.6 | 66.6 |
| Ala.-Miss. | 82.4 | 84.5 | 69.4 | 68.7 | 70.9 |
| Ark.-La.-Okla. | 58.2 | 82.9 | 60.6 | ... | ... |
| Arkansas | ... | ... | 69.9 | 73.7 | ... |
| Louisiana | ... | ... | 68.3 | 76.5 | ... |
| Oklahoma | ... | ... | 79.2 | 66.6 | ... |
| Texas | 64.3 | 86.6 | 77.2 | 80.7 | 71.1 |
| Ida.-Wyo.-Mont. | 54.3 | 73.9 | 76.8 | ... | ... |
| Ida.-Wyo. | ... | ... | 64.5 | 65.2 | ... |
| Montana | ... | ... | 77.6 | 77.4 | ... |
| Ariz.-Utah-Nev.-N. M. | 75.5 | 80.7 | 72.0 | 68.9 | 61.6 |
| Ariz.-N. M. | ... | ... | 60.3 | 61.8 | ... |
| Utah | 78.3 | 76.2 | 72.2 | 73.5 | 66.9 |
| Washington | 54.3 | 70.0 | 76.7 | 71.9 | 67.4 |
| Oregon | 68.9 | 66.5 | 67.1 | 63.1 | 61.5 |
| California | 70.7 | 73.1 | 71.0 | 67.5 | 66.5 |
| Average U. S. | 68.7 | 68.3 | 71.7 | 67.9 | 64.0 |
| Warehouses reporting | 1336 | 1227 | 1334 | 1362 | 1396 |

Comparing the Feb. 29 occupancy percentages (provisional) in the table on the opposite page with those of Jan. 31, it is disclosed that the decline of 1.9 per cent as the average for the entire country was not reflected in Rhode Island, parts of the New York metropolitan district, Indiana, Minnesota outside the Twin Cities, Missouri outside of St. Louis, Nebraska, West Virginia, Arkansas, and Oregon, with District of Columbia unchanged.

Tonnage

As already pointed out, the percentage of volume which entered storage this past February, out of the total arriving tonnage, was smaller than the percentage recorded for February of 1931.

(Concluded in 3d column)

A Chance to IT SMACKS of restraint of interstate trade when Hit Back

brokers meet and adopt rules that their association's members shall not carry stocks in public warehouses. That is what has happened on the Pacific Coast, and it is something that warehousing elsewhere in the country should know about.

The Pacific Canned Salmon Brokers' Association has distributed, over the signature of its secretary, G. C. Teal, a booklet entitled "Rules of Conduct of Domestic Business" as adopted by the organization, and the rules are understood to have been approved by the National Food Brokers' Association.

Rule 5, dealing with consignments, is the particular one which is harmful to the business of warehousing. It reads:

"To avoid the evils of carrying packers' warehouse stocks and (or) consigned stocks in the domestic market, other than in the primary salmon markets on the Pacific Coast, the members of this association agree to absolutely discontinue the practice of making voluntary consignments or carrying warehouse stocks, except such items as are offered at a substantial advance over the prevailing f.o.b. Pacific Coast price, plus freight to destination. In the event involuntary consignment becomes necessary through rejection or other causes of like merit, all members agree to notify the secretary of this association in writing within one week of the time such goods have been put on consignment, giving the size, species and quantity of the same; location of shipment and name of buyer to whom originally sold."

The situation is called to our attention by a Coast shipper friendly to warehousing. He writes that he has noted "a continual string of propaganda against public warehouses" put out by salmon brokers, and "their Rule 5 appears to me as discrimination."

What is back of this hostility by the brokers? The Coast shipper mentioned figures it out this way:

"The brokers do not trust the packers, figuring that if warehouse stocks are carried in the East the packer may sell direct and omit the broker in such transactions."

Which opens up the opportunity for warehousing to contact the packers with the proposal that they can avoid brokers' commissions if they will maintain stocks in warehouses and sell direct.

Rule 5 should be turned into a boomerang!

(Concluded from 1st column)

By divisions the comparisons across five years are as follows:

| | Percentage Entering Storage—February | | | | |
|----------------------|--------------------------------------|------|------|------|------|
| | 1928 | 1929 | 1930 | 1931 | 1932 |
| New Eng. | 75.5 | 82.6 | 69.6 | 78.9 | 66.7 |
| Mid. Atlant. | 94.3 | 74.9 | 90.5 | 88.3 | 93.9 |
| E. No. Cent. | 87.8 | 83.8 | 86.1 | 82.7 | 77.0 |
| W. No. Cent. | 70.4 | 78.3 | 73.8 | 75.6 | 75.6 |
| So. Atlant. | 78.5 | 50.2 | 81.3 | 85.0 | 80.3 |
| E. So. Cent. | 78.6 | 78.7 | 71.0 | 73.7 | 66.6 |
| W. So. Cent. | 72.5 | 80.5 | 72.3 | 79.6 | 71.7 |
| Mountain | 60.0 | 63.5 | 58.0 | 61.5 | 64.3 |
| Pacific | 84.2 | 64.6 | 65.9 | 68.4 | 65.1 |
| Entire country | 83.6 | 71.8 | 78.4 | 80.1 | 79.5 |
| Warehouses reporting | 1336 | 1227 | 1334 | 1106 | 1227 |

Comparing this past February's (provisional) percentages with those recorded for January, it is disclosed that a decline of 1 per cent was recorded for the entire country, the recession being reflected in seven of the nine sections.

The comparisons by divisions for the two months follow:

| | Percentage Entering Storage—1932 | | |
|----------------------|----------------------------------|------|--------|
| | Jan. | Feb. | Change |
| New Eng. | 79.1 | 66.7 | -12.4 |
| Mid. Atlant. | 91.9 | 93.9 | +2.0 |
| E. No. Cent. | 77.1 | 77.0 | -0.7 |
| W. No. Cent. | 77.5 | 75.6 | -1.9 |
| So. Atlant. | 83.8 | 83.0 | -3.5 |
| E. So. Cent. | 64.7 | 66.6 | +1.9 |
| W. So. Cent. | 74.0 | 71.7 | -2.3 |
| Mountain | 70.1 | 64.3 | -5.8 |
| Pacific | 71.9 | 65.1 | -5.8 |
| Entire country | 80.5 | 79.5 | -1.0 |
| Warehouses reporting | 1224 | 1227 | |

Young Walker's Future Is in Medicine Instead of Dad's Warehousing

JOHN D. WALKER, a son of James M. Walker, president of the O. K. Storage & Transfer Co., Memphis, served as vice-president of his father's organization for five years, and is so listed in the 1932 Warehouse Directory, but it transpires that his primary interest is not in warehousing.

The elder Walker has just received word from the University of Tennessee, where the son is taking a medical course, that the son has attained the highest grade in the university.

John K. Walker will finish his medical course at the State institution next year, whereafter he expects to serve an internship in one of the eastern hospitals and then hopes to take a post-graduate course, probably in Germany.

Miss Mary Wirthman Dies

Miss Mary Katherine Burnett Wirthman, daughter of Joseph C. Wirthman, president of the Lincoln Storage & Moving Co., Kansas City, Mo., died on April 7. For the past six years Miss Wirthman had traveled in Europe and the United States in an effort to cope with an illness which specialists were able to improve only temporarily. She was 26 years old.

Keynote and Highlight

Hearings Soon in Part 6

PROBABLY IN MAY the curtain will go up on a modern business drama which the trunk line railroads may find devoid of comedy. The railroads will be the heavy villain in the piece. The leading man will be T. A. Adams, Sr., chairman of the Manhattan Refrigerating Co., New York. The heroine will be Miss American Warehousing. The leading man will attempt to rescue this assailed and we hope virtuous lady from the heavy villain, in whose greedy net she has somehow carelessly allowed herself, as ladies sometimes do even though innocent, to become enmeshed. The supporting cast will be attorneys, warehouse and railroad witnesses, I. C. C. accountants, and others. Some two hundred storage executives throughout the country will be the audience, attending either in person or in spirit, prepared to hiss the villain and hopeful that ere the final curtain he will receive his just deserts and be compelled to release the heroine from his foul grasp so that she may marry Mr. John W. Newbusiness and live thereafter in security. The stage selected for this drama is the grand ballroom of the Chamber of Commerce of the State of New York, located on Liberty Street in New York. And it may be added that *Distribution and Warehousing* will sponsor a nationwide broadcast—in its June issue.

In other words, hearings are about to be started in Part 6 of the Interstate Commerce Commission's Ex Parte 104. Ex Parte 104 is the Commission's general investigation into railway management. Part 6 is exclusively the railroad phase, involving a formal complaint by the Warehousemen's Protective Committee, of which Mr. Adams is chairman, against the trunk line carriers because of their encroachment into the field of public warehousing at the Port of New York, with disastrous results to established warehousing. The Warehousemen's Protective Committee has in its membership about two hundred merchandise and cold storage warehouse firms in various cities, this general sup-

port proffered by them on the theory that the problem of warehouse competition by the railroads is not New York's problem alone but that the outcome of the hearings before the Commission will have its effect on the warehouse business all over the country.

Bluntly, the effort of the committee is one to drive the railroad warehouses, operated either directly as such or through subsidiaries, completely out of the storage business. Warehousing considers Part 6 of Ex Parte 104 to be definitely a test case to determine whether the carriers have a legal right to do warehousing even at rates commensurate with the tariffs which warehousing must charge in order to make reasonable profits. It is the contention of the committee that trunk line railroads are according storage at below equitable cost for the service in order to attract traffic.

John J. Hickey, attorney for the committee, held frequent conferences in April with representatives of the Commission and as this issue of *Distribution and Warehousing* went to press the indications were that the hearings would be begun not earlier than May 2 and not later than May 18.

It is known that I. C. C. investigators have been pursuing this inquiry for months, examining railroads' files not in New York only but in other cities. By a spokesman for the committee the evidence uncovered is described as "startling," and it is stated that this evidence is to be introduced at the hearings. In fact, so it is declared, it was because the "leads" found by the investigators were so numerous and varied that the hearings, originally scheduled to have been held in March, were deferred first until April and now until May.

Warehousemen operating in New York and in other cities will be among the voluntary witnesses. They will attempt to prove that the seven trunk line railroad systems which serve the port are directly and indirectly engaged in the performance of commercial warehouse and storage services in competition with the privately-operated warehouse firms; that the

Random Writings by the Editor

carriers store freight in cars and barges and on piers as well as in warehouses; that the railroads give subsidiaries to favored public warehouses; that the railroads, in their rivalry for competitive freight traffic, use the commercial warehouse industry as a pawn; that the railroads have, by constructing large new terminals during the past five years, provided double the amount of storage space that the port truly needs; that the investments of established warehouses have been seriously impaired and that their earnings have been dissipated by unlawful railroad competition; that ruinous cutting of storage and handling rates, incident to railroad rivalry, has demoralized such tariffs at New York.

The committee feels that it has prepared a broad foundation for a decision which should settle, on a countrywide basis, the question of railroad intrusion into the storage industry—that the case is being prosecuted for the general benefit of warehousing and not selfishly in the interests of the storage operators in New York.

Certainly all storage executives, whether or not in sympathy with the committee's aims, will follow with interest the New York proceedings. The decision by the Commission will be vital to warehousing's future.

"The Publicity Will Be of Value" IN OKLA- H O M A C I T Y

Recently a builder widely known locally announced plans for a \$1,800,000 central freight terminal building, the first two units, to cost half that much, to go up this year and in 1933. It would be a "huge eight-story building, requiring a site of 200 by 600 feet" and "would be financed by city business men without the sale of stock" and "would provide bonded warehouse space, cold storage and offices for brokerage firms."

The proposed pretentious structure, in architecture typical of some of New York's most modern skyscrapers, was illustrated in *The Oklahoman*, one of the city's newspapers.

Is Oklahoma City over-warehoused?

We sent the editor of *The Oklahoman* a letter, as follows:

"Take an old-time newspaperman's tip and look into this. If one of your sharp-witted reporters noses around a bit he may find that Oklahoma City doesn't need any such terminal—that your city, like a hundred others, is already over-warehoused. This building looks good on paper and the description looks good in print—but empty space in 1933 and 1934 is going to result in somebody's pocketbook getting an awful wallop, and an enormous 'dead' terminal which becomes a drug on the industrial market does not contribute to the general prosperity of any city.

"There are promoters and engineers and bankers who have the quaint idea that warehousing offers large and easy profits. Without investigating to determine whether there is a genuine need for a big terminal, they go ahead and build one. Then, if the city is already overbuilt with warehouses, one of two things happens: (a) it remains largely vacant because of lack of patronage or (b) the manager, in order to fill the space, takes in goods at reduced rates as compared with the rates quoted by merchandise and cold storage warehouses long established in the community. Whether (a) or (b) is followed, the expected profits do not materialize. Who benefits? Not the interests who erected the terminal. Not the warehouse executives long established and who have contributed to the city's business life. Nor does the community itself benefit.

"I'm not trying to say that the terminal pictured in the story is not needed. Perhaps it is. Perhaps your city ought to have it. But may I submit that your newspaper, as a responsible leader in the life of your community, will do well to find out whether it is needed. Department of Commerce figures for 1931 show that public merchandise warehouses in Oklahoma reported occupancy ranging from as low as 62.6 per cent (July) and 65.8 per cent (January) up to 75.5 per cent (December, in the peak period).

"For your information I inclose a pamphlet titled 'These New Terminal Warehouses' issued by the American Warehousemen's Association. This pamphlet was put out in 1929 but the logic and arguments hold good today."

We rather thought that *The Oklahoman* editor might send a nose-for-news reporter scurrying around among Oklahoma City's established warehouses, and among business interests generally, in an effort to find out whether Oklahoma City needed the proposed terminal. Instead, the editor published the letter, with our name (mis-spelled)

attached, in the paper's "Letters from the People" department.

Reaction from Oklahoma City warehousing was immediate.

Fred W. Leach, president of the Oklahoma Bonded Warehouse Company, writes:

"We have just read your letter to the editor of *The Oklahoman* with reference to the promotion of a new warehouse in this city, and note especially your quotation of the Department of Commerce figures for 1931, showing that merchandise warehouses in Oklahoma have a low percentage of occupancy.

"Those figures were probably approximately correct for 1931 but the percentage of occupancy certainly would be much lower in 1932. I thank you very kindly for having written the letter. The publicity given it will be of value."

From S. A. Rourke, a former warehouse executive, comes this letter:

"Your article published in today's *Oklahoman* has been read by me with considerable interest. You are absolutely right. I was in warehousing for about twenty years as president and principal owner of the Merchants Southwest Warehouse Co. There never was a time when this city needed the so-called giant terminal warehouse, the dream of some half-baked promoters, and the present is far less inviting than ever before.

"The warehouse business like the wholesale business is pretty well shot to pieces, due mainly to changed methods of distribution, to say nothing of the present unusual depression or panic. Oklahoma City is over-promoted to death. So many people believe in Barnum's theory that a sucker is born every minute and the old ones never die.

"We have too many hotels, too many office buildings. The _____ hotel people evidently thought we had too much hotel so they cut theirs in two and are using one-half as a garage. The _____ Hotel Co. started out to build a 30-story hotel annex. They went up 14 stories and quit work, and there it stands, a steel and concrete skeleton frame, waiting for warm weather (warm financially) to go ahead with the work. The _____ Hotel, the recently completed and opened magnificent \$4,000,000 hotel enterprise, is at least 10 to 15 years ahead of time. So too are the recently completed office buildings, no more needed that it would be now to go out 10 miles on the prairie and build one.

"We do not need a giant terminal, or in fact any additional warehouse or freight facilities; and that is not all—we are not likely to have any such project forced upon us by the always very questionable promotion route."

In Support of a Candidate

FROM George W. Rodolph, president of the Pierce-Rodolph Storage Co., Ltd., San Francisco, comes a letter which it seems fitting to pass on to warehousing. It reads:

"When learning of the candidacy of Mr. Malcolm A. Keyser of the M. A. Keyser Fireproof Storage Co. of Salt Lake City, Utah, for election to the Department of Domestic Distribution of the Chamber of Commerce of the United States we immediately advocated his endorsement by the San Francisco Chamber of Commerce, putting forth Mr. Keyser's exceptional qualifications.

"Enclosed is a copy of a letter in response to our endorsement, received from the president of the San Francisco Chamber.

"As warehousemen, let's get behind the election of Mr. Keyser and reflect credit to our industry and with benefit to the U. S. Chamber of Commerce.

"Could you not in your publication find space to draw the attention of the warehousemen throughout the country to the candidacy of Mr. Keyser by notice that this very desirable election would be greatly helped by the warehousemen requesting their local Chambers of Commerce to advocate and endorse Mr. Keyser's election at the meeting of the U. S. Chamber of Commerce, which will be held in San Francisco on May 17?"

Leland W. Cutler, president of the San Francisco Chamber, wrote Mr. Rodolph that his group "has endorsed and is actively supporting the candidacy" of Mr. Keyser and suggesting that Mr. Rodolph bring the candidacy to the attention of friends elsewhere.

Mr. Keyser has held numerous positions of public and private trust in Salt Lake City and Utah and is universally popular in his State. He is a past vice-president of the National Furniture Warehousemen's Association. His candidacy should have warehousing's solid backing, and the industry's executives can aid it by requesting their local Chambers to approve it as suggested by Mr. Rodolph.

—

"Remember that each night we are twenty-four hours nearer prosperity," said William T. Bostwick in a recent bulletin to members of the New York State, W. A., of which he is secretary.

That seemed something to celebrate about, so we went out and celebrated and woke up next morning not giving a darn whether prosperity ever got here.

We wish Bill wouldn't. He always writes so convincingly that we believe him and look what happens to us.

Fumigation Is Something More Than a Side Line

An Allied Branch
With Profits

By B. TOWLEN

Vice-President, Calcyanide Co., New York

WHEN a scientist utters the statement that man would disappear from the face of the earth in but a few generations, through sheer starvation, if he were to discontinue his energies in the direction of insect-control, the imagination is first fired with awe and then set at ease by the self-complacent thought that mankind has never failed to surmount the obstacles in the path of progress. We have conquered the ravages and pestilences of nature which at times have threatened our very existence, and in the words of Pope considered ourselves "masters of all we survey."

It is fortunate, however, for the human race that insects are guided by instinct and not reasoning power, for otherwise our extinction would be a terrifying probability.

It is universally realized that to attempt completely to eradicate noxious insects would be a futile procedure

ESTIMATES place the number of species of insects throughout the world at around 5,000,000, of which only about one-fourth have been identified, classified and described in entomological literature. By weight, these tiny forms of life comprise about four-fifths of the animal kingdom—an almost incredible fact when one takes into consideration the numerous large animals such as elephants, lions, tigers, etc.

Reliable and competent authorities claim that the annual economic damage wrought by insects in the United States exceeds \$2,000,000,000 and nullifies the labor of a million men. From one-tenth to one-fifth of all crops planted are destroyed.

There are some insects, however, which are actually useful in Nature's scheme of things. To these we owe such products as honey wax, silk, dyes and shellac; and their importance in cross-fertilizing many plants cannot be overestimated.

The harmful insects constitute an ever-present menace to man's supremacy, not only because they are small, and therefore difficult to detect and destroy, but also because they multiply at an alarming rate. In some cases as many as several hundred eggs are laid by one female during a single season. The eggs hatch into worms, the worms into adults, and the adults lay more eggs. It is a vicious circle which soon results in the presence of many thousands of insects where only an insignificant few were in existence.

and that their adequate control, which is the best that can be hoped for, is a difficult problem which calls for the relentless and persistent execution of the best plans which man is sufficiently ingenious to devise. The problem of insect control is engrossing the attention of many learned scientists, throughout the civilized world, who are conducting their investigations and experiments privately and under the jurisdiction of county, State and National Governments.

We wonder how many warehousemen realize the full extent of insect damage.

True, they have first-hand evidence of the destructive tendencies of pests which attack upholstered furniture, carpets, rugs, woolens and other commodities which pass through their hands, but beyond the average warehouseman's ken lie fields of insect activity which are usually strange to him.

A number of insects transmit diseases, some of them communicable to man, thereby causing suffering and reducing his economic efficiency to the extent of hundreds of millions of dollars annually.

Agricultural Aspect

THE warehouseman is not directly concerned with the economic losses which insects cause agriculture, but it will be interesting to consider the enormity of the annual damage.

The boll weevil, the boll worm, the chinch bug and the Hessian fly alone damage cotton and cereal crops to the extent of \$336,000,000. The codling moth renders apples unfit to the value of \$13,000,000. The plum curculio, which has an appetite for peaches and apples, costs orchardists \$14,000,000. The potato leaf hopper has a fondness for potatoes which reduces growers' profits by \$11,000,000. The striped cucumber beetle destroys cucumbers and melons worth more than \$2,000,000. A cabbage worm sets farmers back in the amount of \$3,000,000. The mealy bug, citricola scale, black scale, red scale, purple scale and yellow scale cost citrus growers millions of dollars. Bark beetles impair fir and spruce forests to the extent of \$15,000,000. The spruce bud worm destroys pulpwood worth about \$70,000,000. The sugar cane borer is satisfied with nothing less than \$4,500,000.

These are only a few of the many large losses experienced each year

through the activities of insects and are exclusive of the enormous damage to a great many stored and manufactured products.

One of the functions of the Federal Horticultural Board is to endeavor to prevent the entry of insects through our ports. Inspections are made of fruits, nursery stocks, bulbs, seeds, flowers and other commodities, and even ships' stores, passengers' luggage, parcels post packages and railway cars entering the country are not exempt.

The most innocent-looking freight and postal shipments are often found to contain extremely harmful pests. Not long ago a shipment of Japanese baseballs, when opened, disclosed that balls taken at random from the consignment did not bounce. Removal of the hide revealed that the core was made of infested cotton seed. A heavy swat with a baseball bat would have scattered the pests far and wide.

Domestic and Industrial

We are, in this article, directly concerned with two phases of the insect problem—phases which deserve the serious consideration of every warehouseman because they are important sources of additional revenue and profit which do not require any investment in equipment.

One phase—the domestic—has to do with the destruction of household insects, such as clothes moths, carpet beetles, cockroaches, bedbugs, fleas, sil-

verfish, etc. These pests, as is well known, create economic damage, mental distress, and physical discomfort and suffering.

The other phase—the industrial—deals with the control of Indian meal moths, saw-toothed grain beetles, dried fruit beetles, carpet beetles, dark meal worms, Cadelle beetles, yellow meal worms, clothes moths, Mediterranean flour moths, confused flour beetles, tobacco beetles, granary weevils, rice weevils and other insects which infest candies, carpets, cereals, dried fruits, felts, flour, furs, rugs, seeds, tobacco, upholstered furniture, woolens and other commodities. The annual losses which manufacturers, warehousemen and packers suffer through damage by insects are great indeed. Even the mere presence of insects—such as in foods—is often considered sufficient justification, in the minds of consumers, for the adoption of competitive brands or for complete abstinence from consumption during the warmer months of the year.

Up to very recently the warehouseman's only interest in fumigation was in connection with the periodic treatment of his individual storage rooms and the operation of a fumigation chamber, wherein the commodities entrusted to his care are fumigated and returned to the owners free from insects and their eggs.

The business depression, however, has served as a stimulus for thought and survey, and as a result warehousemen are beginning to comprehend the possibilities for very appreciable profit and prestige which the avenue of fumigation affords.

OVERHEAD DOOR

More Than a Side Line

FUMIGATION is a most logical and highly profitable ramification for the furniture warehouseman because such a service is closely related to his other activities. It is not a mere side-line, but rather a correlated branch of his business.

A very considerable proportion of the warehousemen's income comes from homes, and the fumigation of residences, rooming houses and apartment houses, in addition to yielding a handsome profit, creates prospects for other future business. The customer is satisfied with a first-class fumigation and passes the good word along to a friend or acquaintance when the latter is confronted with the same vexatious problem. Days, weeks, months or even years later, most persons will remember the name of a concern which rendered such excellent fumigation service, and when in need of moving, crating or storage facilities the name of the warehouse will immediately come to mind.

The furniture warehouseman, therefore, is overlooking a most interesting allied field if he does not engage in the fumigation business, which dovetails so exactly into his ordinary activities as to warrant the statement that it should be a part and parcel of it.

Going a step further, there is no reason why the warehouseman should not also fumigate industrial structures, which include factories, warehouses, storerooms, packing plants and similar buildings.

Let us consider what happens after the warehousemen's telephone rings

with the call of a housewife who has an insect problem on her hands.

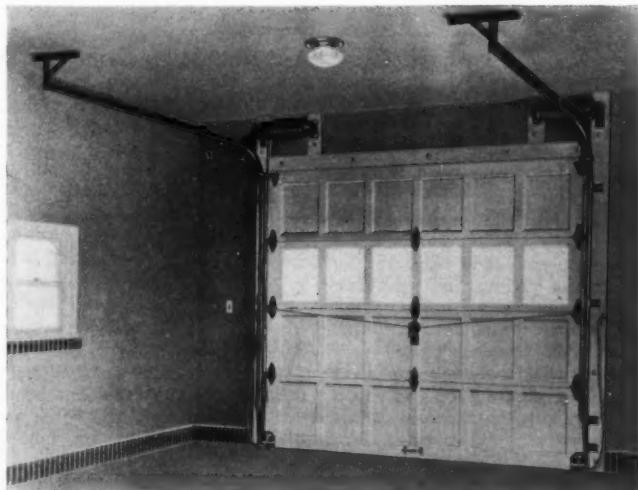
In response to the request for a quotation, an estimator is sent to inspect the premises for the purpose of determining its size and degree of tightness. Quotations vary in different localities, but generally the ordinary five-room dwelling calls for a charge of about \$25. If, for example, bedbugs are to be exterminated, the quantity of the best fumigant required costs the warehouseman a little less than \$4. Paper for sealing and the time necessary from inception to completion involve an additional cost of about \$3. The net profit, therefore, on such a fumigation is in the neighborhood of \$18.

An experienced fumigator, provided the jobs are not too far apart, can take care of four or five such fumigations a day.

The existing unfavorable economic conditions constitute an additional reason for practising fumigation, and enjoying the profits and benefits therefrom, particularly as it does not call for any investment in equipment, while any warehouse employee possessed of ordinary intelligence and common sense can be taught the art with much less effort and in a shorter period of time than are necessary in learning how to drive an automobile.

A telephone directory advertisement, supplemented by intelligent and periodic circular letters, will bring many profitable fumigation jobs, which are easily and most efficiently conducted through the wise choice of the best fumigant available.

New Model Overhead Door for Warehouses



"Barcol" overdoor of upward-acting sectional type

THE Barber-Colman Company, Rockford, Ill., announced a new Model 50 "Barcol" overdoor, an upward-acting, sectional overhead type which is said to

combine in itself perfect balancing, easy operation, positive closing, and strong construction. Special features, the company states, include:

The vertical track has a short sloping section near the floor to carry the bottom roller only, the other rollers being moved to position by the usual swinging hinge plates. The hardware is not plated, but is supplied in natural finish. A new ball-bearing roller is used which is especially made to stand abuse. Wood sections are of 1 1/4-inch western pine stiles and rails and 3-ply fir panels. Stock door sizes are 8 by 7 feet, 8 by 7 feet 6 inches, 8 by 8 feet, and 8 by 10 feet. New bolt strikes on the locking device are used which can be adjusted to meet any floor level changes.

Special design doors can be supplied when required and accessories are available to meet special conditions. Metal or metal-covered doors can be made to order. There is no rubber astragal on the regular model, and the bearings in the winding drums are plain instead of the roller type. The mounting on the winding drum has been simplified.

When you ship goods to a fellow warehouseman—use the Monthly Directory of Warehouses.

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

Mechanical Equipment Should Not Be Faulty

IT is well established law that a warehouse company is bound to exercise ordinary care and make frequent inspections of all warehouse appliances and equipment in order to maintain them in good condition. Failure on its part frequently to inspect the premises and appliances used in transporting and storing merchandise may result in his liability for damage to goods.

For illustration, in *Union Indemnity Co. v. Blaise Downtown Storage*, 138 So. 226, it was disclosed that stored merchandise was damaged when it was transported from one floor to another. The owner of the goods sued the storage company for damages. Counsel for the company contended that the latter was not liable because a bailee is not an insurer of the goods which are stored with him and because he is answerable only for those damages resulting from his negligence. Also, that there was nothing in the testimony to show that the bailee in this case had knowledge of the faulty mechanical condition of the elevator, and that without such knowledge there was no negligence.

However, as the storage company failed to introduce testimony showing that the elevator had been inspected for the purpose of discovering and repairing defects, the higher Court held the storage company liable, and said:

"Clearly, it is the owner's duty to equip himself with safe mechanical appliances used in operating his business of storing and delivering merchandise, and further to maintain them in that condition. The elevator used by this defendant was such an appliance. It was not in a safe mechanical condition on the morning it was being used. . . . No attempt even was made to show that ordinary care or precaution was taken to see that the elevator was in good mechanical condition. In the absence of such showing, defendant's [storage company's] negligence seems clear to us, and we are bound to hold it liable for the damage occasioned thereby."

"Doing Business" in Foreign State

IT has been held time and again by higher Courts that a State cannot burden interstate commerce or pass laws which amount to the regulation of such commerce. However, this rule of law is not applicable with respect to manufac-

turers who store goods in warehouses in a foreign State and employ salesmen in the latter State to take orders which later are shipped from the warehouses.

For instance, in *State v. Superior Court for King County*, 6 P. (2d) 368, it was shown that a company whose headquarters were in Oklahoma kept some goods in storage in the State of Washington for purposes of sale. The goods were shipped by the warehouseman when ordered to do so by the manufacturer.

A salesman, named Huch, lived in Washington and solicited orders from retailers. The salesman sent the orders to

Your Legal Problems

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.

his employer in Oklahoma, who returned them to the warehouseman in Washington authorizing shipment.

In holding transactions of this nature "doing business" within the State of Washington, which required the manufacturer to comply with Washington State laws, the Court said:

"Requisitions upon the warehouse for the goods in storage were attached to the order blanks and sent back to the office in Oklahoma. However, we think it can be fairly said that Huch's course of conduct, taken into consideration with the disposal of the goods shipped into this State before they were sold and held here, under the protection of the State government, awaiting sale, made manifest the presence of relator [manufacturer] in this State. We think the conduct of Huch, in connection with that of the relator, constituted a course of business, and not a series of isolated transactions."

When you ship goods to a fellow warehouseman—use the Monthly Directory of Warehouses.

Priority of a Seller's Lien

GENERALLY speaking, a conditional contract of sale lien is superior to a warehouseman's lien, particularly if the contract was properly recorded or if the warehouseman was informed of its existence before the goods were accepted for storage. This point of the law was discussed in the recent case of *Sterchi Bros. v. Weaver*, 43 S. W. (2d) 489.

The facts of this case are that the purchaser of goods stored them with a warehouseman. Previously the purchaser had signed an agreement that the seller should retain a lien on the goods until fully paid for.

The lower Court held the seller's lien on the goods prior to the warehouseman's lien for storage charges. The warehouseman appealed to the higher Court on the contention that his lien should be superior in view of the following State law:

"Where a negotiable receipt has been issued for goods no seller's lien shall defeat the rights of any purchaser for value in good faith to whom such receipt has been negotiated, whether such negotiation be prior or subsequent to the notification to the warehouseman who issued such receipt of the seller's claim to a lien or right of stoppage in transit."

However, it is important to know that the higher Court upheld the lower Court's verdict, and said:

"This law speaks for itself and, we think, can have no application to the warehouseman's claim of a lien on goods for which a negotiable receipt was neither issued nor negotiated. . . . There is nothing in the act to indicate a legislative intent to place the warehouseman on a parity with the holder by negotiation of a receipt issued by him."

Gasoline Tax Is Held Valid

VARIOUS Courts have held that double taxation is illegal. On the other hand, the fact that property owners are taxed on the same property in different instances, is not considered double taxation.

This rule of the law is applicable with respect to tax on gasoline, where it is shown that the money derived from such taxation is intended to be used for road repair and maintenance.

For example, in the late case of *People v. Rock Corporation*, 175 N. E. 573, it was disclosed that a State law was enacted which provides:

"A tax is hereby imposed on the privilege of operating motor vehicles upon the public highways of this State at the rate of three cents per gallon of all motor fuel used in such motor vehicles upon such public highways."

In holding this law valid and enforceable, the Court said:

"That a tax on the use of gasoline in motor vehicles on the highways is an excise or privilege tax and not a property tax, and that the State has power to select that use, as distinguished from others, upon which to impose an excise tax, has been definitely settled by the decisions of this Court and Courts of other jurisdictions. . . . Taxation upon values, an occupation tax or license, and a tax on the privilege of using vehicles on the public streets are different subjects and do not constitute double or triple taxation because paid by one person."

Legal Definition of a "Bailment"

IT is well settled law that the relation of bailor and bailee exists when the owner of property places it in possession of another person or firm, providing the legal title to the property remains in the original owner. This point of the law was discussed in the late case of *Andrews v. Hurst*, 161 S. E. 331.

The facts of this case are that an owner of property, such as merchandise, hired it for a stipulated sum to another person. The question arose as to whether the relation of bailor and bailee existed between the two parties. In holding the transaction to be a bailment, the Court said:

"Bailment is the delivery of goods for some purpose upon a contract, express or implied, that after the purpose has been fulfilled they shall be re-delivered to the bailor, or otherwise dealt with according to his directions, or kept till he reclaims them."

Interpretation of "Fixed," "Regular"

CONSIDERABLE discussion has arisen from time to time with respect to the legal meaning of the terms "fixed terminals" and "regular routes." These points of the law were discussed in the recent case of *State v. Blecha & Owen Transfer*, 239 N. W. 125.

In this case suit was filed against a motor truck operator on the contention that he was violating a State law which required such owners to comply with certain requirements where the vehicles were operated for compensation between fixed termini, or over a regular route, even though there may be occasional, periodic or irregular departures from such termini or route.

Testimony introduced proved that the truck owner hauled freight from the places of business of three wholesale houses in his home location to the merchants in other cities, and also hauled

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freight on return trips. He did not advertise for or solicit any business, and went only on call, usually by telephone but sometimes in person by the customer. He made no regular trips; had no schedule of service; and the trips were made on call from early morning until late in the night.

In holding that the truck owner was not operating between fixed termini or over a regular route, within the legal meaning of the State law, the Court said:

"Therefore, the decisive question must be: Did the defendant, as a truck operator, operate or use his motor truck between fixed termini or over a regular route? . . . The application for a certificate of convenience and necessity must show 'complete description of the route over which the applicant proposes to operate,' and also and more significant, it must show 'schedule setting forth in detail the service which the applicant proposes to furnish.' . . . The defendant [truck operator] had no predetermined plan relative to trips made to and from Cedar Rapids. . . . In other words, one terminus is where they are, and the other where they must go in obedience to the call. . . . It is quite clear from the record that the defendant has not, within the meaning of the statute, operated his motor truck between fixed termini or over a regular route."

State Taxation on an Interstate Shipment

IT is well known that ordinary taxation laws are not effective with respect to interstate shipments. However, in the late case of *State v. American Ry. Express Co.*, 236 N. W. 321, an important point of the law was presented to the higher Court for decision.

The facts of this case are that a State law taxes express companies' property at the rate of 8 per cent on the gross earnings of those companies within the State.

Litigation arose over whether the State could legally tax the express company on money received from shipments whose destination was Canada. The express company introduced testimony to show that when making shipments from the United States to Canada the express is transferred about 1,500 feet north of the boundary line to a Canadian company. The express company contended that this business was not done within the State, and consequently did not come within the terms of the gross earnings statutes as applied to express companies.

In holding the express company liable for payment of taxes on this business, the Court said:

"With this contention we cannot agree. For all practical purposes the transfer takes place at the boundary line. It is a mere matter of convenience that it happens to be a few hundred feet on the Canadian side of that boundary. It would be a very technical construction of the statute to interpret it otherwise."

. . . In either case the business is interstate commerce, but it has been repeatedly held that the State may include the proportionate share of railway companies' earnings on through business or interstate commerce in assessing the tax on railway property by means of the gross earnings tax, so that the sole question is the proper interpretation of the Minnesota statute."

Receipt Holder Legal Creditor

VARIOUS Courts have held that whenever merchandise is delivered to a warehouseman for storage, the transaction constitutes a bailment and not a sale, and such merchandise shall at all times, in the event of failure or insolvency of the warehouseman, be applied exclusively to the redemption of outstanding storage warehouse receipts for goods so stored with such warehouseman.

On the other hand, the situation is different if the Department of Agriculture, or other State organization, intervenes. Under the latter circumstance, the holder of the warehouse receipt is considered a legal creditor holding a liquidated claim against the warehouse.

For illustration, in *Department of Agriculture, Labor and Industry v. De Vore*, 6 P. (2d) 125, it was disclosed that the Department of Agriculture intervened and took possession of grain which was stored in a warehouse. Inasmuch as it was shown that the contents of the warehouse were insufficient to enable the holder of the warehouse receipt to redeem them, the Department of Agriculture held the holder of the receipt to be a legal creditor of the warehouseman, instead of a legal bailor. In other words, it was contended by the Department of Agriculture that the value of the stored grain should be distributed equally and proportionately among the different holders of receipts. In upholding this contention, the higher Court said:

"The suggestion has been made that the ticket holders are not creditors of the warehouseman, but bailors. That this is their status to the warehouseman is true, but, when the Department is authorized to, and does, intervene, they are treated as creditors holding liquidated claims in a definite amount."

What Is Legal Conversion?

CONSIDERABLE discussion has arisen from time to time as to whether a warehouseman of grain is liable for conversion when, without authority of the owner, he sells the grain and offers to return to the holder of the receipt the same amount of grain of like kind, grade and quality. The most recent higher Court case involving this point of the law is *South Dakota Wheat Growers' Ass'n v. Farmers' Grain Co. of Firesteel*, 237 N. W. 723.

In this case it was disclosed that a

warehouseman accepted grain for storage and later sold it and offered to deliver to the holder of the receipt grain of like quality and quantity. It was contended that the warehouseman was liable for conversion for failure to deliver the identical grain specified by the receipt. However, in view of the State law, the higher Court held the warehouseman not liable, and said:

"There are certain facts in the system of grain marketing that are generally recognized. In the marketing of grain, the grain is first deposited in the local or country elevators. . . . Having been received into the local or country elevator, the grain is there loaded into cars and shipped to the large market where there are great elevators to store and hold this grain, and it is there deposited in one of these great elevators and a warehouse receipt issued covering the grain. Through this receipt the grain goes into commerce, and it may be sold and resold many times with the transference of this receipt. . . . The question for our consideration is:

"Does the fact that the warehouseman has disposed of the grain, and has no actual grain on hand to redeem outstanding receipts, constitute a conversion of the grain, provided the warehouseman offers to re-deliver grain of like kind, grade, and quality at the terminal market upon proper demand, tender, and offer, and is able to do so by an immediate purchase of the grain at the terminal market? . . . The statute only requires re-delivery of the grain to be made 'as rapidly as due diligence, care and prudence will justify.' It is our opinion that this provision of our statute recognizes the right of substitution, and that the statute is complied with if immediately upon demand the warehouseman, by use of the modern means of communication, purchases at the terminal market the same amount of grain of like kind, grade, and quality and offers to deliver this grain at the terminal market to the ticket holder."

Obstruction of a Street

GENERALLY speaking, any law is valid and enforceable which prohibits obstruction of city streets or sidewalks. So held a higher Court in the late case of *City of Neenah v. Krueger*, 240 N. W. 402.

Here it was shown that a city council passed an ordinance which made it unlawful for any person without a permit "to dig or remove any dirt or other material from or on any street or alley, or any part thereof, in the city of Neenah; or to encumber or obstruct any street or alley, or any part thereof, by placing or causing to be placed thereon, any dirt, rubbish, timber, or building material or any other material or substance whatever."

A warehouseman obstructed a sidewalk by depositing thereon certain crates which occupied almost all of the sidewalk, and left only a narrow passageway through which pedestrians could pass.

Legal proceedings were instituted against the warehouseman on the ground that he violated the foregoing ordinance and was liable for conviction.

The warehouseman contended that the reason he permitted the goods to remain on the sidewalk was because the warehouse was temporarily out of repair.

Notwithstanding this argument, the lower Court held the warehouseman liable; and the higher Court sustained this verdict, and said:

"It is urged that the ordinance does not apply to merchandise. The law recognizes that the owner of property, even though it be situated upon a public street, has a right of ingress and egress to and from his premises. . . . Had a fire broken out in that vicinity it is obvious that these crates would have been a serious hindrance to the operations of the fire department. The obstruction therefore was neither inconsiderable in duration nor as to space incumbered in view of the character of the location. . . . Neither do the special circumstances relied on by defendant as justifying the encumbrance in this instance furnish a legitimate excuse. . . . It is not perceived how the fact that defendant's warehouse happened to be out of repair just at that time or that the merchandise arrived unexpectedly can make any difference."

Selling Goods for Charges

LEGAL EDITOR, *Distribution and Warehousing*: We have had goods in storage for five months and have received no money. We cannot locate where the owners live, as they have moved out of the State. We have sent them a registered letter, and as it stands now they owe us \$56. They owe the bank \$200 on a note, and the bank wants to pay us and seize their goods. If they do, can the owners hold us liable?

We have had another lot in storage for sixteen months. The owner left and writes he has no money, but wants us to hold the goods longer. In this case someone wants to seize the goods and pay us about \$50 due on storage. Would you advise us to let them seize the goods?—*Willoughby's Transfer*.

Answer: Various Courts have upheld laws which authorize warehousemen to sell stored goods to recover payment for storage charges. Also, a warehouseman's lien is prior to all other liens, except taxes, prior mortgages, or prior recorded conditional contracts of sale, and the like.

The Courts consistently hold that a warehouseman is bound to advertise the intended sale of stored goods *strictly* in accordance with both the State and city laws, and that he must send written notification to the owner of the goods. Any local lawyer, who is familiar with warehouse laws, can give you information regarding the correct procedure to

follow before offering stored goods for sale to satisfy storage bills. Please observe that failure to conform with these laws may result in your being liable for conversion. Generally speaking, after the advertisement and written notice are made in accordance with such laws, the warehouseman may within a period specified by law sell the goods at auction if the owner or holder of the warehouse receipt fails to pay the storage charges.

You are not liable if, through proper Court procedure, the bank attaches the goods and by Court order takes possession from you.

You will be liable if you permit any one to take possession of the goods unless possession is obtained by valid order issued by local Court.

LEGAL EDITOR, *Distribution and Warehousing*: We stored a customer's goods for more than a year, and sent him the customary formal demand letter, and inserted an advertising notice in a local paper. The day before the goods were to be sold a check arrived from him, paying all or most of the account. As a consequence his goods are withheld and not offered at the sale. A few days later the check was returned marked "No funds." What shall we do?—*State Storage Co.*

Answer: Almost all State Legislatures have enacted laws providing for criminal prosecution of persons who purposely issue worthless checks. If your State has not passed a law of this nature, you are entitled to recover from your patron the full damages which you sustained as a result of issuance of the worthless check. If you do not desire to file suit for this amount, you may proceed to send another written notice and advertise the sale of the goods as you did previously. However, you cannot add to your charges any damages sustained as a result of your failing to sell the goods because of receipt of the check.

Delivering Goods to Third Parties

LEGAL EDITOR, *Distribution and Warehousing*: Am I, a warehouseman, liable for delivery of goods to any person who comes and demands delivery?—*West Storage Co.*

Answer: Various Courts have held that a warehouseman may deliver goods to third parties if given authority by the legal owner. The warehouseman is expected by the law to know that an order to deliver stored merchandise actually originates from the owner. You may be liable if delivery is made to any person not authorized by the owner to accept delivery, unless of course the person who demands delivery presents a valid warehouse receipt.

On the other hand, if the owner of the goods has been in the habit of sending an employee to accept delivery of goods without presenting an order, the warehouseman is not responsible if the employee oversteps his authority.

I.C.C. Ruling on Sugar Rates Should Benefit Warehousing

By STEPHENS RIPPEY

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

A DECISION of tremendous importance to warehousemen interested in the old question of free storage of sugar by the Inland Waterways Corporation at Memphis, Birmingport and Holt, Ala., has just been handed down by the Interstate Commerce Commission. If the Commission adheres to its decision it will mean virtually complete stoppage of sugar handling by the Government barge line and its effect will automatically take care of the condition involved in the complaint by the American Warehousemen's Association against the barge line, regardless of the Commission's decision in that case (Docket 23510).

The decision is in the I. & S. Docket 3534, which arose when the rail carriers sought to cancel rates on sugar via the barge line from New Orleans, Gramercy, Reserve and Three Oaks, La., and Mobile to the Southeast, with which was docketed No. 23836, Savannah Sugar Refining Corporation vs. Inland Waterways Corporation *et al.*

In its decision, the Commission ordered the respondent railroads to cancel their tariffs which proposed to eliminate entirely all joint barge-and-rail rates on sugar over the Warrior division of the Federal barge line from and to the territories mentioned when stored in transit by the barge line. In lieu of the tariffs it ordered cancelled, the Commission said the railroads might establish joint rail-and-barge rates on sugar, stored in transit at Birmingport and Holt, and then reshipped to points in the Southeast, on the basis of the all-rail rates from the same points of origin, namely, New Orleans, Gramercy, Reserve and Three Oaks, La., and Mobile.

It may be readily seen that establishment of the all-rail basis of rates on sugar shipped via the barge line immediately removes any advantage the barge line has had, and shippers unquestionably will use the speedier all-rail routes, assuming the Commission sticks to its decision.

It also is possible that commercial warehouses will be able to "cash in" on the sugar storage business at Bir-

mingham, and, possibly, Memphis—a condition they have been fighting for in the American Warehousemen's Association case. It should be noted, however, that the Commission's present decision covers only sugar stored at Birmingport and Holt and does not affect Memphis. The principle is the same, however, and it is scarcely conceivable that the same condition will not be made to apply at Memphis.

That the decision may offer commercial warehousemen at Birmingham and Memphis an opportunity to retrieve some of their lost sugar, which the barge line has been holding free, or nearly free, is shown by a letter sent to members of the A. W. A. by R. W. Dietrich, chairman of the river and lake ports division of the traffic and transportation committee of the A. W. A. merchandise division.

"From the newspaper accounts [of the decision]," said Mr. Dietrich, "it is not quite clear whether or not the decision also means all-rail rate on sugar arriving at Memphis via barge line stopped in transit at that point, in the barge line premises, but the principle is the same in the decision specifically mentioning Birmingport and Holt, and therefore it should be taken for granted that the same thing would apply to sugar in the barge line premises at Memphis.

"It therefore seems to your chairman that our members at Memphis and Birmingham may be placed by this decision in position to be offered storage of sugar arriving at said points via railroads and subsequently reshipped.

"This also seems to imply a favorable decision in our own case against the Federal barge line, or a condition that will be equivalent to a favorable decision."

"Just how vital the Inland Waterways Corporation regards the decision may be gathered from the fact that already it has petitioned the Commission for a postponement of the effective date of its order (May 14), and for a reargument of the case before the entire Commission. The argument originally was made before Division 2 of the Commission, composed of Chairman Claude R. Porter and Commissioners Clyde B. Aitchison and Hugh M. Tate. This division also handed down the decision."

Blow at Waterways Competition

"From a traffic standpoint this is perhaps the most important case in which the Federal barge line has taken a leading part," says the corporation's petition. "For the first nine months of 1930, the latest period covered by the record, sugar constituted 60.7 per cent of all north-bound tonnage handled by the barge line on all its divisions.

"The effect of the decision will be to deprive the barge line of the bulk of this valuable tonnage. We can hardly conceive of a more serious blow to water transportation. This is particularly so since sugar, because of its volume and the conditions surrounding its handling, is less costly to transport than is other traffic.

"The loss of the sugar tonnage which will flow from the decision of Division 2, if adhered to, will result in financial disaster to the barge line because of the enormous losses in revenue which will be suffered and the drastic increases in the average unit operating costs which will result on the traffic which is left.

"No matter what may be the first-hand impression of the Commission upon a reading of this brief petition, this case is of such tremendous importance that, if for no other reason, it merits the privilege of oral argument before the entire Commission."

At the time this issue of *Distribution and Warehousing* went to press no decision had been made by the Commission as to reopening the case.

While the question of barge line storage of sugar was not directly involved in the case in which the Commission handed down its decision, it had to be considered. The Commission said the only question involved in the investigation and suspension proceeding was whether the joint barge-and-rail rates on sugar from New Orleans and Mobile to destinations in the Southeast should be the same, or differentially lower than the all-rail rates when accorded storage in transit service at Birmingport or Holt.

Because of the storage feature of the case the Commission devoted considerable discussion to the barge line's rates and practices and considered in some detail the controversial question of the cost of rendering the storage (or "stoppage," as the barge line calls it) service. The

(Continued on page 52)

New Rail-Truck Container Is Being Studied by N. F. W. A.

Designed by
C. C. Stetson

A NEW type of rail-truck container, styled the Ajax, is now receiving the attention of the container committee of the National Furniture Warehousemen's Association in its consideration of the problem of truck-rail coordination for economical shipment of household goods and small merchandise.

This new type of container was designed by C. C. Stetson, until recently president of the Fidelity Storage & Transfer Co., St. Paul. It embraces features that render it particularly advantageous as an economical carrier from the viewpoint of both the railroad and the shipper.

The subject of shipping containers is one of timely interest to the general public and particularly to household goods warehousemen, while broad consideration has been given it by the Interstate Commerce Commission at various hearings. The general conclusion is that the use of containers should be encouraged and enlarged by the railroads. If the recommendations of the Commission are followed it is thought that before long the railroads will furnish containers to shippers when requested and when the volume is sufficient to warrant.

Mr. Stetson's Ajax container has a capacity of 350 cubic feet, the dimensions being 7 by 7 by 7½ feet. Four of these

containers can be very easily loaded on a 40-foot box car having a 10-foot door. Each container can carry from 5000 to 8000 pounds.

Strength and lightness are made possible in these containers through the use of sheet steel construction throughout, with hollow sides and floors. The use of skids makes possible sufficient height from the floor for the use of a lift-truck when loading or unloading the carriers onto the motor truck, depot platform or car.

To prevent the container from sliding during transit in the box car, a spring lock has been added to engage a notched slot in the car floor.

Its light weight and ease of handling make possible general use of this container at small country stations, no overhead crane being necessary for its disposal. All that is needed for loading or unloading is a small lift truck.

Estimates from a manufacturing standpoint place the cost of these containers at around \$300. The unit weighs about 3000 pounds and can successfully carry all the average density commodities, according to Mr. Stetson, and it is probable that some large manufacturer identified with the railroad industry will undertake production on a large scale.

According to preliminary plans it will

be possible for the railroads either to lease or purchase. The same procedure would prevail in the case of any members of the National Furniture Warehousemen's Association interested in making use of the container.

Leasing of these containers is to be remunerative to the manufacturers and owners and, Mr. Stetson states, is "calculated on a rental when in use by the lessees per time or mileage or both, carried free when idle, carrying charges to be paid on a fair rate when in use, or without freight charge on weight of container." Maintenance and upkeep are to be assumed by the lessees. The cost of annual painting, however, is to be carried by the owners. There is no shipping cost to the lessee when containers to be painted are returned to the owners.

These containers when used by a household goods warehouse company are taken on a flat motor truck to a residence, packed with furniture, and closed. This entire operation is done while the container is mounted on a motor truck. Then the truck delivers the container to the railroad's freight depot, where it is placed in the freight house and sealed with a car seal, ready for transit.

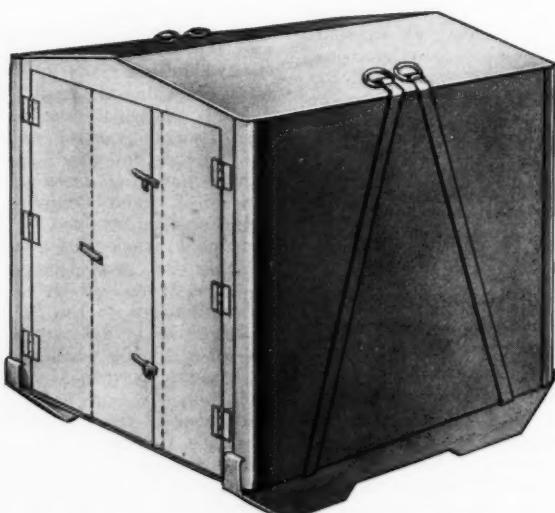
After arriving at destination the container is unloaded from the box car by the railroad. The latter then hands it over to the consignee's agent, who runs it on a flat-bed truck to the residence. Throughout this whole operation the goods have remained intact in the container.

After being unloaded, the container is shipped back to the railroad freight house or to the storage house of the warehouse company, as may be authorized, to await the next shipment back or elsewhere.

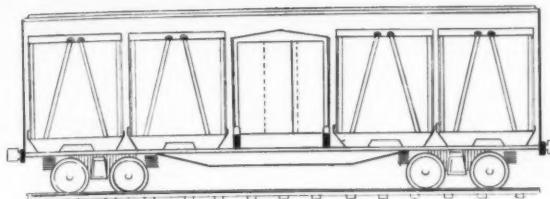
According to preliminary plans when such a loaded container is transported by a railroad company, the latter should charge a low class rate for the container and a rate on the cargo according to the class of merchandise being transported when moved in a container, which is always substantially less than that moved as open l.c.l. freight.

The container would be transported back to the originating point, if so requested, with reasonable promptness and at a reasonable rate at low class if empty; or without charge and with an allowance of 35 cents per day to the owners if used by the railroad companies.

From the railroad's point of view, this container is particularly desirable in that



"Ajax" rail-truck container designed by C. C. Stetson,
president of the Fidelity Storage & Transfer Co. of
St. Paul



Five of the "Ajax" containers loaded on a railroad car

it makes possible the loading and counting of packages, etc., by the shipper at his plant. Goods are received intact by the consignee. There is a minimum of hand labor, with only one billing item and one weighing, auditing, etc. A container is loadable with ordinary merchandise in each direction. Scrutinizing of marks on packages or mixed shipments is not necessary.

From the shipper's point of view, he is saved most of the packing expense included in materials and labor; packing and marking time; mis-delivery or incomplete delivery; and he can use at each end or route the cheaper motor truck flat body type. In addition, the shipper can secure freight transportation at lower rates. He eliminates also the danger of breakage and theft.

Both the railroad and the shipper have a common benefit through the use of such containers in that there is less chance of pilfering of contents in the freight house or while the goods are in transit. The goods stand less chance of damage in transit, being housed in a sanitary, fireproof, rat-proof, weatherproof and somewhat heat-insulated compartment.

I.C.C. Upholds Ferry-Truck Rates of North Shore Line

DISTRIBUTION AND WAREHOUSING'S Washington Bureau, 1163 National Press Building.

FOLLOWING the recommendations of Examiner Irving L. Koch, the Interstate Commerce Commission has discontinued its Docket 21723, In the Matter of Container Service, holding that ferry-truck rates of the Chicago, North Shore & Milwaukee Railroad, an electric line, between Chicago and Milwaukee, which are lower than the container car rates prescribed by the Commission for competing rail lines, are not unlawful.

Not being a class I carrier, the electric line is not subject to the Commission's order prescribing rates for container car service. The Chicago & North Western Railway had asked the Commission to require the electric line to conform its rates and practices to the Commission's decision in the container car case, or to permit the North Western to engage in the Chicago-Milwaukee traffic on a competitive basis.

The ferry-truck business of the North Shore line is handled in closed trailers or truck bodies of inside dimensions 16 feet long, 6 feet 10 inches wide and 5 feet 11 inches high, with a door at the

end of the same width and height as the truck body.

The ferry-trucks must be loaded by the consignor and unloaded by the consignee within the time specified in the governing tariffs. They are moved sealed, under one bill of lading, from one consignor to one consignee, on one waybill. The contents are not rehandled by the railroad. There are no packing requirements and the railroads may perform pick-up or delivery service, or both.

The Commission said the ferry-truck service "is an exceptionally economical and efficient method of handling less-than-carload freight." The electric line described it as the "most complete co-ordination of rail and truck service yet achieved," according to the Commission.

Speaking of the request of the North Western that it be permitted to maintain rates on a competitive basis with those of the electric line, the Commission said the present proceeding was not sufficiently broad to enable it to determine charges to be made by the North Western.

It said, however, that its decision in the container car case permits any rail carrier, in order to meet compelling competition from other agencies, to engage in container or ferry-truck service, provided its rates and charges for such service do not violate the interstate commerce Act.

The rates of the electric line, the Commission said, were no lower than necessary to meet motor truck competition.

—Stephens Rippey.

Fish Storage Report

"Reducing Shrinkage of Frozen Fish in Cold Storage" is the title of Investigational Report No. 9 just issued by the Bureau of Fisheries of the United States Department of Commerce. The cost of a copy is five cents.

Carolina Team Wins a Basketball Title

The basketball five of the Carolina Transfer & Storage Co., Charlotte, N. C., won the 1932 championship of the Charlotte Municipal League. The warehouse firm's five scored fourteen victories and met defeat only once.

In appreciation of his squad's record, John L. Wilkinson, the company's president, presented the players with new uniforms and staged a banquet at which he gave them each a gold basketball to serve as a watch fob.

Sproles Carries Texas Load-Limiting Law to U. S. Supreme Court

A N appeal from the ruling of the United States District Court for the Western District of Texas, sustaining the 1931 Texas statute limiting the length, width, height and limit of load of motor trucks using the public highways, has been filed with the United States Supreme Court.

The case is docketed under the title *Sproles et al. v. Binford et. al.*, No. 826. One of the plaintiffs is Ed. Sproles, manager of the Sproles Transfer & Storage Co., Inc., Dallas and Fort Worth, and operator of a motor freight line bearing his name.

The appellants charge that the exemptions of certain vehicles from the requirements of the statute make an unreasonable classification which deny the appellants' constitutional rights under the Fourteenth Amendment of the Federal Constitution.

Most of the assigned errors relate in particular to the provision prohibiting loads in excess of 7000 pounds, except under certain circumstances.

A statute placing such a load limit on motortrucks when motor buses may operate without limitation as to load is claimed also to be discriminatory.

It is further alleged that the load limit prescribed bears no relation to the highway protection, is an arbitrary limit, and does not permit the operation of motor trucks in the State at a profit to the carriers.

The United States District Court in Texas, while sustaining the Texas statute, at the same time granted Mr. Sproles a temporary stay pending his appeal to the United States Supreme Court. Granting of this stay was followed by numerous applications, in Federal tribunals in Texas, for injunctions, until 451 individuals, firms and corporations are now protected, by restraining orders, against enforcement of the law.

James V. Allred, the Texas Attorney General, recently called this situation to the attention of the United States District Court which granted the stay in the Sproles case and that tribunal has now ruled that the stay order should be vacated automatically on June 6, which is the last day of the present term of the United States Supreme Court.

Flint Blaze

Fire on March 22 was discovered on the second floor of the warehouse of the Allen Storage & Moving Co. at 708-710 Cornelia Street, Flint, Mich. The flames were quickly extinguished. The damage was estimated at \$75.

Pratt Honored

At the recent annual meeting of the Traffic Bureau of Associated Industries of the Central Manufacturing District, Chicago, H. F. Pratt, manager of the Central Storage & Forwarding Co., was elected president.

H. A. HARING'S

Developing New Business for Warehouses

No. 78

Accounts of County Farm Bureaus

ESPECIAL for a public warehouse located in the town which is county seat there is available one source of new business only too often overlooked as the horizon is scanned for accounts.

In the United States are 3067 counties.

The Federal Department of Agriculture and the forty-eight Agricultural Bureau of the States have organized all their aid for farmers on the basis of the county. Ordinarily the local work is conducted by the County Farm Bureau under direction of an employee known as the County Farm Agent, or, colloquially, merely as the County Agent. He is trained at one of the agricultural colleges, as a rule, and is versed in the chemistry of soils, rural sanitation and health, and, for the county where he works, he knows expertly the why and wherefore of everything relating to the county's principal crop or crops and the livestock usually raised within its borders.

The County Agent is, as a rule, employed jointly by the Department of Agriculture of the Federal Government, the State in which he works, and the farmers of his county. These three share in meeting his salary and the cost of his work. Since 1914, when Congress passed the Smith-Lever Act, these men report not to Washington but to the agricultural college of the State where they operate, although, by reason of their enjoying some salary from the United States, they still have the privilege of franking their mail.

The County Agent is hired to help farmers. His office, in the county seat town, is the place where they park their cars and plan to meet their friends. His office has displaced the cross-roads church on Sundays and the general store, so famed in jest, for the other six days of the week. He is usually assisted by a woman, sometimes a staff of women for rich counties, whose work it is to encourage better home keeping, healthier children and more scientific cooking on the farms. The farmer's wife, quite as commonly as the man himself, thinks no visit to town complete without "dropping in" at the office of the County Agent.

WE are inclined to think of the Farm Bureau as a link in welding the farmers together into the powerful organizations which cooperate to market their produce. They do. What they accomplish has nothing to offer us for our present purpose.

But these Bureaus also club their clientele together for buying purposes. The County Agent has been a most effective force in persuading the farmer that he is a miserably down-trodden individual—the victim of high prices when he buys and of low when he sells. As one means of escape from paying high

More than three thousand counties exist in this country of ours. Not all of them have county agents, for the reason that many counties of mountainous districts and in the arid sections give no excuse for such employees. Yet, in the year 1930, according to the reports of the Secretary of Agriculture, 2452 counties did employ such men. In rare instances two counties are combined into one agency, but these instances are rare. Hundreds of the counties have an assistant or two for the man, plus one or more women for the more domestic service of the office. We are not, at this time, concerned with the number of employees but only with the counties as units for agency work of this character. The year 1931, with its depression extending to agriculture, brought reduced income to some counties, so that, during that year approximately 120 counties dropped this work.

At the opening of 1932, at a rough estimate, the county agent was still at work in more than 2200 counties. In addition, some 596 counties throughout the country were maintaining "Granges" and similar local clubs, many of which perform for their members the same work that the county agent heads up. But at the present time, approximately 2200 County Farm Bureaus exist as potential "accounts" for the warehouses. Some of the "granges" may also represent possibilities, but we are discarding them at this time because no one can speak with certainty about them.

The 2200 bureaus offer, naturally, more opportunity for new business to warehousemen in the smaller cities than the large because the Farm Bureau is essentially a rural institution. Yet by no means is the city warehouseman shut off from this business. The county where he lives has its Farm Bureau, as well as a more rural district a hundred miles away. The farm lands close to the large city, for another matter, are apt to produce highly profitable crops—small fruits, vegetables and hot-house products—so that close-in farmers become, really, the most voluminous customers of the Farm Bureau.

Next Month

ANOTHER potential account—burial vaults—will be discussed by Mr. Haring in his article to appear in the June issue.

Forty-one warehouse companies have reported this one commodity to Mr. Haring as having come to them during 1931 for storage!

prices, these Agents have brought into being all sorts of "farmers' cooperative buying clubs." Their names are legion, their purpose always the same.

They aim to get for the farmer first-grade commodities at wholesale prices, or even less. Their argument is that the farmers of a county should club their requirements for an item, allow the County Agent to negotiate a purchase directly from the manufacturer, and thus get everything they need at wholesale prices, carload quantities, and with sixty days' credit.

And, with increasing momentum, the

argument wins. The plan, moreover, works!

Farm commodities to a total of three hundred million dollars a year are thus purchased by these County Agents for their member-farmers. The goods they thus buy and re-sell are almost limitless in variety. Due, too, to the broadness of our land, the commodities are not the same everywhere.

Chief, however, among them may be listed these:

Fertilizers.
Oil.
Gasoline.
Spraying compounds.
Hog remedies.
Poultry remedies.
Dynamite.
Metal signs.
Crates.
Hampers.
Baskets.
Sacks.
Binder twine.
Tested seeds.
Insulating board.
Building paper.
Roofing paper.
Shingles.
Roofing tin.
Wire fencing.
Fencing posts.
Poultry wire.
Brooders.
Dairy equipment of all kinds.
Milk cans.
Tires.
Toilet paper.
Drain tile.
Sewer pipe.
Electric fans.
Bath tubs.
Other plumbing fixtures.
Furnaces.
Pipe for all purposes.
Hot water heaters.
Spouting and down pipe.
Windmills.
Screens and screening wire.
Steel tanks for all purposes.
Tractors.
Pressure systems for water.
Farm implements.
Electric lighting plants.
Barn equipment.
Silo equipment.
Year-old calves.
Colts.
Lambs.
Nursery stock.
Bees.
Bee hives.
Honey frames and comb foundation.
Sausage casings from China.

Nor is this by any means the end. The list, as given by the Department of Agriculture, is nearly six times the length of the foregoing. These we print represent, however, the principal items which move in large volume to market through this channel.

Disliked by Retailers

NO retailer could possibly love the Farm Bureau as it thrives in this activity. As well expect a merchant to love the house-to-house salesman or the mail-order house. Their lack of affection does not, all the same, alter the facts. The farmers have joined hands for cooperative buying. They like it. They like it, indeed, quite as enthusiastically as Henry Ford's employees at Detroit like his cooperative store—a ticket through the gate is worth half a day's wage any Saturday.

All the merchants' sarcasm does not stop the movement. It will not—especially in times like the present when everyone is squeezing his dollar to get the most for every cent of its hundred.

Yet the County Agent has, quite regularly, been obliged to make terms with local merchants, especially with the local coal yard or feed mill with railroad

DEVELOPING NEW BUSINESS

siding. When the carload arrives, someone must distribute the component lots and collect the receipts (or the cash from those who pay on the spot). The County Agent has been able to do this whenever all those farmers who expect to share the carload showed up with their trucks on the appointed day. It was easily worth a day of his time to supervise the distribution, so long as the task could be completed in one day or two, even three. Most of the Agents explain, in fact, that it is a highly profitable use of a few days' time, because it brings them face to face with members when the members were getting something they want.

But, human nature being what it is, such a plan proved to be idyllic more times than practicable. All did not appear on the appointed day. The one day dragged past the free-time allowed by the railroad for unloading, even when they demanded and got the additional five days' time permitted in the tariffs for farmers who must haul their receipts ten miles or more from the railroad.

Then the County Agent faced a real problem. He must unload the balance and find a place to hold it. And, like others who ship carload quantities in pool cars, the Farm Bureaus, too, would order more goods than had been sold, either to make up the carload minimum or for the purpose of getting a closer price. Thus there was a hang-over to be handled and housed.

In order to care for this surplus, the County Agent did the only thing he knew how to do. He made terms with a local merchant to handle the goods.

Right there was sown the seed of discord.

Whatever the terms of the bargain, the merchant could not resist shooting an earful of caustic words at each farmer as he came in for a share of the Bureau's goods. The merchant knew that he was building up competition with himself. The more cheerfully he performed his agreement to "help out" the County Agent, the more he was helping a lusty competitor. Therefore, he did the perfectly natural thing. He did not do the work cheerfully. He did all he could to block the game.

And, most of all, he mouthed gossip from one to another. If it were at all possible to bandy about some choice morsel about the County Agent himself, or one of his assistants, either male or female, he missed no chance to do so. Thus, out of a careful plan to enlist help, the County Agent was doing the contrary; he was making endless trouble for himself.

Annual Meetings

THESE County Agents have one or two meetings a year. In January or February they gather under the wings of their State, usually at the State Agricultural College, for a week of intensive training and a discussion of their problems.

At those meetings, for years almost without count, this problem has been discussed and discussed.

About the winter of 1927—and I be-

lieve it was in Nebraska—came rumors of a "way out." Shortly the farm papers began to suggest a solution. Then the mimeographed "bulletins" of the different States to their County Agents began to tell about it.

During the winter of 1930-1931 one of the States invited me to address the meeting of County Agents on the subject: "How to Warehouse Hang-Overs from Cooperative Buying." I gave the talk one afternoon before about 200 men, and before they left the room, they voted to ask me to repeat the talk the same evening. They wanted to get it! Of course, I complied. More than 300 came to the second address.

During the winter of 1931-1932 I was again invited to speak for that State. I did. I also spoke before the similar gathering of County Agents for two other States. I had to say "No" to invitations from three more States. That means that six States, if no more, are definitely awake to the possibility of using public warehouses to handle and store the left-overs of their pool cars.

Even more than an address from any one individual is it for us to realize that here we have a single group of 2,200 potential customers for the warehouses, being deliberately educated by their own organization to knock at the warehouse door for admission. What one speaker can do is limited. What these great farm leaders can do is tremendous!

Cautions

WAREHOUSEMEN who have already handled such accounts report to me that the business is desirable. The County Farm Bureaus know nothing of all the tricks of traffic departments to quarrel for fractional cents. They want honest and dependable service. Most of all they want cheerful cooperation from the warehouseman.

"I try to remember," says one of these warehousemen to me, in telling of such an account, "that every delivery is made to a farmer. He has all the proverbial distrust of his class. I have to keep them out of the house, for I cannot let them roam all over the place. To get this idea across with them I talk that lingo of 'the warehouse is a bank for merchandise,' and draw the comparison with the bank downtown where he's not permitted inside the wicket. That pleases them."

"Our County Agent tells me that my talks with these farmers have been a real help to him. Now, that's worth while, isn't it? And I like to think that I'm helping the Agent do more business."

The warehouseman must be particularly careful to follow his instructions for deliveries. Many farmers are on a C.O.D. basis only; others try to substitute verbal orders for delivery rather than hand over the signed order. "They're great," says another warehouseman, "to get us for over-delivery of five sacks of fertilizer or three extra rolls of roofing paper, with a promise to get a supplemental order from the Bureau."

The Farm Bureau can well afford to pay reasonable, and fair, charges for

handling and storing. Its goods are reaching the member-farmers at less than local retail prices—less by a big margin. The warehouseman should carefully keep account of his charges for the lot of goods so as not to come out "short" for his charges when the final batch goes out of the house. He has then lost his lien and a lien is hard to collect from an "organization" as loosely bound together as a cooperative club.

The warehousemen who have gotten these accounts report, too, that much of the goods they are asked to deliver.

Generally the deliveries are for outlying points, at the farms themselves. A definite agreement is wise, made in advance, as to the charges to be allowed and as to collection from the consignee. It is also wise to agree with the County Agent as to what disposition of the goods is to be made if no one is at home or if the charges are refused; what charge is to be allowed in cases where a second call is required in order to complete the "delivery" and who shall pay the extra.

A flat price per hundredweight or per package for unloading the pool-car

and distributing over the warehouse platform would appear, from the experience of two with whom I have talked, to be best. This price can then be added to the price of the goods, per unit, and is paid without hesitation by the farmers. No class of persons so dislike "extras" in the price as they. It is well to be forehanded by getting into the first price all costs and lumping them. The County Agent is, of course, quite willing to accede to such a suggestion. He is more or less familiar with business ways: his member-farmers may not be.

Proposed Classification Change Would Affect Warehousing's Pool Car Distribution

HERE has been docketed with the railroads' Consolidated Classification Committee under Docket 49, Subject 200, a proposal to change Rule 23 of the Consolidated Classification to provide that railroad agents at destination points may act as agents of shippers or consignees of carload freight for distribution and may unload and sort and deliver, through a railroad's freight station facilities, at an additional rate of 5 cents a hundredweight.

From numerous sources indications reach *Distribution and Warehousing* that warehousing interprets this development to mean that if the change is permitted to go into effect the railroads all over the country will be in a position to usurp most of the pool car distribution business now enjoyed by public warehousing.

The proposed amendment to Rule 23, with the significant part italicized, reads:

"Section 1. Carriers' agents must not act as agents of shippers or consignees for the assembling of carload or less than carload freight.

"Section 2. Carriers' agents at points of shipment must not accept freight to be carried at carload ratings or rates for distribution to two or more carriers' agents at points of destination, except as provided in Section 3.

"Section 3. Delivery of freight carried at carload ratings or rates will be made to one consignee only; carriers' agents may act as agents of shippers or consignees for distribution of carload freight to be unloaded by the carriers upon payment of an additional charge of 5 cents per hundred pounds for the service of unloading, sorting and delivery across carriers' station platforms or re-forwarding by rail carriers; cost of drayage to connection carriers to be additional."

A copy of proposed Rule 23 was broadcast to warehousing's trade associations throughout the country by Russell E. Hillier, secretary of the Central Warehousemen's Association of Illinois and a partner of the Hillier Storage Co., Springfield, Ill.

"Should the amendment be approved,"

Mr. Hillier informed the association, "it is my understanding that the railroads would be permitted to distribute pool cars. It is my personal opinion that the railroads should not be permitted to extend their operations to the detriment of our industry.

"That the revenue of the warehousemen be not further jeopardized it is my suggestion that you immediately communicate with the traffic bureau of your Chamber of Commerce that they may exert every effort toward defeating the amendment.

"According to my information this proposition will come before the Classification Committee the early part of May, so that immediate action on your part is necessary."

The Los Angeles Chamber of Commerce has sent to all traffic managers in southern California a letter calling attention to the proposed change and asking what the effect would be on their interests.

A California traffic manager writes *Distribution and Warehousing*:

"With the railroad warehouses over the United States usurping the business of privately owned public warehouses, year by year, this appears to be the last straw.

"Some shipper evidently suggested the docket under consideration at Chicago without realizing the result to the warehouse industry should it be made a part of the Consolidated Freight Classification instructions over the United States."

R. S. Sawyer, traffic manager for the Associated Jobbers and Manufacturers of Los Angeles, declared the proposal one of the most revolutionary in railroad history and that it would virtually put the railroads in the distribution business to the injury of warehousing, truck and water lines and consolidated companies. In a formal protest to the Western Classification Committee Mr. Sawyer said:

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

"From the shippers' and receivers' standpoint it will mean setting the irresponsible use—that is, the distributor who operates without plant or warehouse investment—in business as a railroad terminal, turning over to him at a nominal sum a railroad's station facilities and employees to perform segregation and delivery of local part-lots of a carload and the reforwarding of the residue in part-lots to points beyond the billed destination of the carload.

"This proposal will be a challenge to water carriers to put into effect any quantity rates, which, owing to their difference in operation, they can do with much less loss than the rail lines will sustain under the present proposal. This association spent its money and devoted four years to difficult litigation to have free split-deliveries—an opening wedge to any quantity rates—declared illegal in intercoastal trade. Our efforts have been in vain if this proposal is permitted to govern transcontinental deliveries on the Pacific Coast and at intermediate points.

"In conclusion, may we say with all seriousness that if your rail carrier members are foolish enough to hold out this service to the public at a rate that, on the face of it, is inadequate compensation for the operations involved, our recommendation to such of our members who can do so will be that they liquidate their investment in plant and operations and have these services performed at carrier expense just as long as your members are able to continue them and write off the margin between profit and loss. Other members who are not so fortunately situated, the railroads who haul their materials in and receive their products for distribution are going to miss for a long, long while after they have, thus, made investment in plant and facilities here on the coast an insecure and foolhardy venture."

The Missouri Warehousemen's Association at its annual meeting in Kansas City in April adopted a resolution of protest. Turn to page 45 for text of this memorial.

**National Chamber Outlines
Its Plans for Convention,
at San Francisco, May 17-20**

BUSINESS will come to grips with the economic "cycle," its most formidable enemy, at the twentieth annual meeting of the Chamber of Commerce of the United States, at San Francisco on May 17-20.

This will not be a concerted frontal attack based on a theoretical plan, but the advance will be launched virtually all along the economic battle line, in distribution, manufacturing, construction, insurance, agriculture, mining, lumbering, and it will be directed against economic realities and aim at the flattening of economic salients which stand in the way of a general approach to industrial and trade stability.

The subject of business planning to meet immediate problems will be considered at a special group session. Possibilities and effects of planning, from the viewpoint of the individual industrial concern, the entire industry as represented by its trade associations, the community and the region will be weighed in the light of practical experience. This involves the answering of such questions as the effects of industrial company planning on the volume and stability of production and sales, profits and continuity of employment; what cooperative plans requiring group action must be developed to assure stability in an entire industry, and what measures State and regional organizations may adopt to stabilize industrial and employment conditions.

One of the most serious obstacles in the way of industrial planning, pointed out in a special report of the Chamber's Domestic Distribution Committee, which will be presented for consideration, is the inadequacy of price indexes to measure the volume and trends of business activity. Available indexes show wide variations. The committee stresses the need of adequate wholesale and retail and cost of living indexes, to guide producers and manufacturers in adjusting production to consumption and maintaining industrial equilibrium.

The lack of an adequate statistical basis for estimating the volume and requirements of particular industries is disclosed by another committee which has been reviewing the activities of trade associations. The survey shows that 30 per cent of the trade associations in the field of manufacture and 54 per cent in the field of distribution carry on no statistical activities whatever.

In the insurance field the same question of planned stabilization will be approached, at another group session, in discussion of the accumulation of reserves through annuities. This will consider the extent to which the different forms of annuities have been adopted by individuals and in the establishment of retirement systems and whether they are preferable to State old age pensions.

What can be done by the more than sixty industries which have to do with construction to cooperate in the solution

of construction problems, the elimination of wastes and systematization of building activities and to avoid the disturbing effects of over-building, will constitute the text of discussion at a third group meeting. Ground for the discussion has been cleared by the National Conference on Construction, which has been considering for several months problems involved in the planning of construction programs.

Possibilities of stabilization in the mining industries—copper, silver, gold—and the difficulties it presents will be taken up in another special group. The complications are international as well as national and involve governmental policies.

Another session will be devoted to the broad question of agricultural planning

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—the more effective utilization of land, the stabilization of employment and production in agriculture, how the distributor may assist the farmer in planning production in the light of consumer demand.

Still another session will be devoted almost entirely to the problem of planning for employment stabilization. This will deal with company pension plans, company reserves for unemployment benefits, community cooperation for establishing uniform benefit plans and the development of employment exchanges.

Questions involved in the balancing of production with consumption and the stabilization of the oil and lumber industries will be weighed in a session which will be given over to consideration of the natural resources industries. An analysis will be made of the difficulties confronting oil and lumber production and an attempt made to define what they may do for themselves in the way of stabilizing production and what the State and Federal governments may do.

The annual meeting of the National Chamber will, in effect, constitute an attempt on the part of business to break down the problem of industrial planning and stabilization into its component factors rather than to formulate a comprehensive plan at this time.

The need of more adequate information concerning current conditions in specific industries and in related industries will be stressed by the Trade Association Committee, which says in its report:

"It is generally conceded that business and industry planning would bring great

**Turner in Will Bequeaths
\$50,000 to Widow and Son**

The will of George E. Turner, former Denver warehouse executive who died on March 7 at the age of 72, was presented for probate in the County Court in Denver on March 16.

Mr. Turner left the bulk of his \$50,000 estate to his widow, Mrs. Evelyn Turner, of Denver, and a son, Marle E. Turner, of Los Angeles.

His sister, Eva Rohrbough, of Los Angeles, and two step-daughters, Adrienne La Main, of San Jacinto, Cal., and Harriette Stoops, of Los Angeles, were bequeathed \$1,000 each.

Mr. Turner founded and for many years operated the Turner-Denver Moving & Storage, subsequently purchased by Daniel Bekins, of Seattle, and now operated as the Bekins Moving & Storage Co.

Texans Injured

Joseph A. Fadiel, secretary of the Merchants Fast Motor Lines, Inc., Fort Worth, received facial injuries when his automobile collided with a street car on March 19.

C. E. Milstead, of the Merchants Transfer & Storage Co., Austin, was seriously hurt when a truck crashed into his motor car at a street intersection recently. He was operated on on March 23, a knee cap having been shattered.

benefits to industry, its employees, and to the public; that to exert a central coordinating influence over industry as a whole is a task fraught with serious and perhaps insurmountable obstacles; that a strong, representative trade association in each branch of industry is essential; that without adequate statistics there can be no industry planning.

"It is evident, however, that the statistical programs of many associations have not been adequate and have not brought about desired intelligent gearing of production to consumption. This condition has developed principally from two causes: First, statistical programs are generally inadequate. Second, there is a widespread failure on the part of many business concerns to make intelligent use of the existing statistical material.

"We believe that the trade association can and should bring to its industry, in an appreciable manner, the benefits contemplated under economic planning. We recognize that adequate industry planning programs are essential to broader planning on an inter-industry or national basis, and that adequate and timely factual material is necessary as the basis for planning.

"The committee recommends that the availability of dependable facts concerning business is a matter of great public interest and is necessary to orderly planning, and that upon the trade association rests the primary responsibility of currently gathering and disseminating trade statistics concerning the industry or branch of commerce which it represents."

... MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

Making Warehouse Fleet 100% Payload Productive

Shipper Today Demands
Broader Service

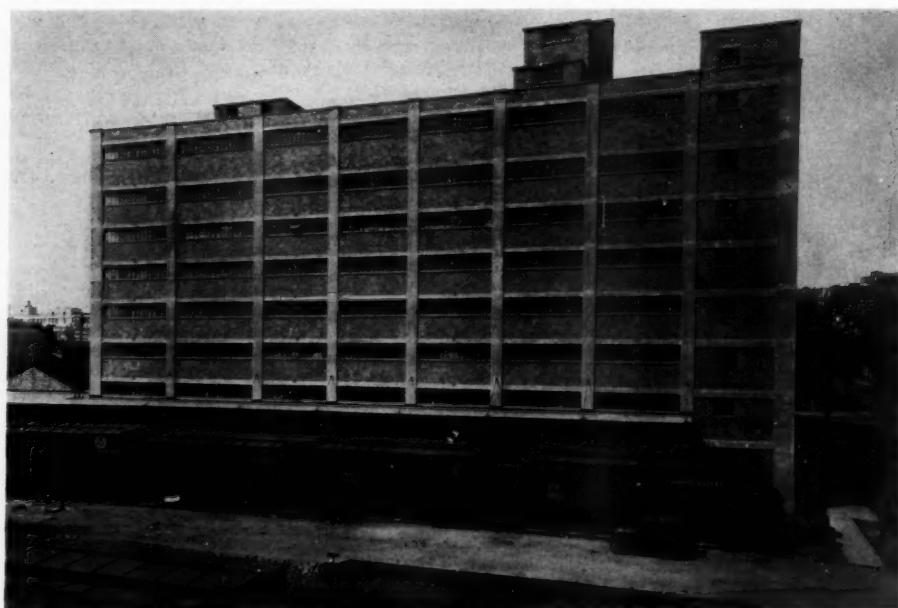
FLexibility of road transportation has made it a valuable asset as a business producer for those warehouse companies which have been able to utilize it to its fullest extent. And in finding ways and means to make their fleets of trucks more productive they have indirectly brought to life a service to industry in general that promises steady and increasing demand as time goes on. That service, summed up briefly, comprises:

1. Low cost pooled truck loads on hand-to-mouth purchases.
2. Twenty-four hour service to most points within a 250-mile radius.
3. Store-door delivery and pick-up.

4. Complete facilities for merchandising a product, including showroom display, warehousing, delivery, bill collection, and actual installation of equipment in homes when necessary.

Such a service, or group of services, has become indispensable in the handling and storage of merchandise for those business houses which have taken advantage of such facilities.

A warehouse able to broaden in scope so as to make stock turnover on its floors a thing of hours instead of days or weeks, and to make of its space facilities a tie-up with actual merchandising, is keeping in step with the present industrial mode—namely, centralizing territorial administration and physical handling. The lat-



Lehigh Warehouse & Transportation Co.'s storage building in Newark, N. J., has private siding facilities with direct connection with the Lehigh Valley R.R. and free switching to and from the Pennsylvania R.R. on carloads

TRANSPORTATION ...

F. Eugene Spooner

ter includes (a) storage, (b) local trucking, and (c) distribution within a given radius beyond the immediately local territory.

Few of those warehouse companies which have gone into the business of offering this "all-inclusive" service

to industry have failed to produce immediate results.

The experience of the Lehigh Warehouse & Transportation Co., Inc., Newark, N. J., is a constructive example of accomplishment in providing shipper-customers with just such service.

UP to the time when the Lehigh organization built its new merchandise warehouse the company had for thirteen years engaged in motor trucking and storage of goods for redistribution to points within New Jersey and New York City.

The construction of the new warehouse brought with it the new plan for increasing the delivery area, opening facilities for combined warehousing, showrooms on the street level, and local trucking, and, in addition, making the building serve almost any purpose that the space renters might want for the purpose of meeting their local needs.

Today this company reports that about one-third of its space is devoted to what might be called leased space. In this leased space there are showrooms, service stations, offices and private warehousing. Fifteen concerns use these facilities, ranging in space requirements from 400 square feet up to 20,000. The balance of the space is devoted to storage and shipping facilities.

Lehigh handles the distribution for approximately 150 concerns, the majority of which are national in scope.

A typical example of how warehouses are constantly being called on to solve industry's distribution and merchandising problems is shown in the following problem offered the Newark company:

Solving a Problem

The local representative of a manufacturer whose factory is near Philadelphia was confronted with the distribution job of getting his goods delivered in Newark on time and at economical cost. The merchandise was then being sent over road by truck from the plant, and the bills for the orders were going by mail. Quite frequently a truck would be held up at Newark because of late mail delivery of the bills. And even when these bills arrived on time, the truck driver had a particularly hard task in disposing of his load during the day. Moreover, from the viewpoint of economy in delivery, there was always the non-paying trip back to the plant to consider.

Lehigh offered as a solution of this problem the following five plans:

1. The customer could lease space in

the warehouse and ship into this space either by car or by truck. It could also store on a per package basis.

2. The customer could ship goods every day by truck and Lehigh would receive the goods and deliver to the factory's truck for distribution in the local territory for so much per 100 pounds, with a minimum per day.

3. Lehigh would arrange for the trucking of its goods from the factory to the warehouse.

4. Lehigh would make deliveries from its warehouse throughout New Jersey, basing its charges on distance covered. These charges ranged from 10 cents per 100 pounds, with a minimum of 25 cents in Newark, to 50 cents per 100 pounds and a 50-cent minimum to extreme points. In this connection the customer was given a route card covering all

points in the State that are served, with a group number opposite each point to denote the flat rate charge per 100 pounds.

5. Lehigh could make deliveries from warehouse stock at rates per 100 pounds to points as far south as Richmond, Va.; as far west as Harrisburg, Pa.; east to Boston; and to New York City and all parts of Long Island.

This fifth plan represents an extended distribution service that is of comparatively recent conception. In operation, it is based on the same tie-up with other truck haulers, at distant points, who complete deliveries to customers beyond the Lehigh zone.

In New Jersey, for example, the Lehigh delivery zone with its own trucks reaches out to New Brunswick, Perth Amboy, Morristown and Passaic. In



Illustrating Lehigh's printed tariffs; cities and towns served by company's own trucks and by allied lines are listed, with a zone rate opposite each



Lehigh's unloading platform of 10-car capacity; trucks can back up at a separate platform for direct receipt of pool car merchandise

New York City, its trucks deliver as far north as 141st Street. Long Island is served up to and including Jamaica.

Beyond these points, the company contracts with other haulers with terminals for redistribution.

Similarly, on loads destined for points in Massachusetts, Pennsylvania and Virginia there is a tie-up with the Seaboard Freight Lines. Seaboard's trucks make daily contact at the warehouse for pick-ups or for transfer of merchandise into Lehigh trucks for distribution in Lehigh's immediate territory.

The same cooperation prevails with a large Metropolitan shipper who receives merchandise from points in the West. In that regard, Lehigh is notified immediately when goods are to be picked up for delivery in New Jersey.

Payloads

In back of all of this service are the efforts of a trained despatcher whose duties, among many others, are to be in constant touch with all vehicles and to arrange for prompt handling of all outgoing shipments and goods for pick-up.

As a result, all Lehigh trucks, consisting of thirteen Macks, one Pierce-Arrow and one GMC, are usually *busy the day long—in hauling payloads*.

Drivers are instructed to telephone the dispatcher at frequent intervals so that they may be instructed to make pick-ups in the territory they are covering.

Because of route studies in respect to loads assigned each truck crew daily, the warehouse management can usually reach any one of its drivers on his route when needed. With such knowledge, the company has cut down operating costs considerably through elimination of unnecessary mileage in retracing routes already covered.

The main desire as regards fleet operation has been actually to be under-equipped; in other words, to keep the trucks up to maximum income production from 7 a. m. to 5 p. m. By accomplishing this, not only has idle time to a great extent been eliminated, but the troublesome fixed charge against the fleet has as well been cashed in on. The company figures that fixed charges on the trucks, whether vehicles are running

or not, amount to about 40 per cent, and that is one primary reason for making every effort to keep the trucks on an income production basis every working hour of the day.

Night Crews

At night, merchandise is assembled and assigned to the various trucks so that when the drivers go on in the morning they can start out on their routes immediately. The night crew consists of one office man, the superintendent, a foreman, and five loaders. All receipts and the separate pieces of merchandise are arranged in their order of stops on the routes, thus saving the truck crews considerable time that would otherwise be wasted in sorting or locating the load at each delivery place.

By knowing intimately the length of time consumed in reaching places along the routes, the dispatcher can usually inform the drivers ahead of time by telephone when last-minute pick-ups are to be made. Orders for pick-ups that have come in the day before by mail, however, are given the drivers before they start out in the morning.

At the end of the day the drivers are required to report fully anything wrong in the operation of their trucks. By arrangement with a nearby service station,

trucks needing attention are worked on at night and made ready for the next morning's deliveries. At the end of the week each truck is gone over carefully for pending major troubles. The facilities of the truck service station make possible the finishing of any necessary repair work over the week-end.

This maintenance job, plus a strict non-accident plan for the drivers, has been responsible for a very low repair cost. The accident plan involves a fine of \$5 against any driver, regardless of where the blame rests. This money is placed in a pool, which is divided, within a 3-month period, among those drivers having no accidents. At the end of the year those drivers having no accidents are each given \$50 and a certificate of merit. The latter is highly prized by the men because it stands as a merit record factor when promotions are to be made.

Regular driver meetings with open discussions by all have been instrumental as an aid to better truck operation and more expeditious handling of the loads.

A suggestion box for the use of the drivers has also been helpful in working out economies. The idea for night loading originated with one of the drivers. All suggestions are treated confidentially and discussed with the drivers privately whether or not there is merit to them. They are then filed under the individual drivers' names for future or immediate use in deciding on promotions within the ranks.

Installation Service

An important part of the Lehigh service is that rendered in effecting electric refrigerator deliveries to homes. In this respect, all of the drivers are trained for such installation work. Not only do they make the deliveries, but the electrical connections, and they give instruction to the purchasers on how to operate the machines. The refrigerator company using this service pays a flat rate for it. Once the work is completed, the truck either comes back to the warehouse or makes pick-ups on orders given the driver before he started out on the trip, or telephoned him at the household.



Lehigh's shipping department has an under-cover 60-foot driveway for twenty trucks

**Operators and Manufacturers
Meet to Work Out Plans for
Organization to Be National**

REPRESENTATIVES of the truck committee of the National Automobile Chamber of Commerce met with a special committee of the Truck Association Executives of America at Detroit on March 15, with H. C. Kelting, Louisville, secretary of the Motor Truck Club of Kentucky, as the presiding officer, and a committee of five was created to meet with truck manufacturers to work out plans for a proposed national association to include truck manufacturers, trailer manufacturers, the rubber industry, the gasoline and oil industry, accessory manufacturers, national industrial fleet owners and State truck associations.

The committee created comprised Mr. Kelting and Tom Snyder, Indianapolis, secretary of the Truck Association Executives of America; Milton R. Palmer, Detroit, manager of the Michigan Motor Transport Association; J. C. Carrington, Austin, secretary of the Texas Truck Owners Service Bureau; and W. A. Sutherland, Harrisburg, secretary of the Pennsylvania Motor Truck Association.

This committee met with officers of the Mack, White, Autocar, International Harvester, Dodge, Reo and S. P. A. truck manufacturing corporations.

"The discussion finally resulted," according to a statement issued by Mr.

MOTOR FREIGHT

Snyder, "in an agreement that the contact between truck operators and manufacturers was of sufficient importance to warrant an immediate effort toward unifying and consolidating their activities, and a proposal was made and accepted that a committee from each group be chosen and that these committees begin at once a series of conferences, with the purpose of agreeing on some plan of immediate national activity."

The purposes of the movement are (1) to coordinate the activities of all groups interested in the use of motor trucks, (2) to collect and disseminate necessary data and to develop favorable publicity, and (3) to build up truck owners' associations wherever necessary.

Activities would be (1) the creating of an information and research bureau and clearing house, (2) setting up of a publicity bureau, (3) the providing of legal advice and cooperation in problems of uniformity of policy, and (4) development of organization promotion.

Truck association executives who attended the Detroit meeting are, in addition to those mentioned, F. E. Erstman, Chicago, secretary of the Illinois Motor Truck Owners' Association; Clem D. Johnson, Roanoke, president of the Virginia Motor Truck Association and co-owner of the Roanoke Public Warehouse; Myles W. Illingworth, Hartford, executive secretary of the Motor Truck Association of Connecticut; John E. Raine, Baltimore, general manager of the Motor Truck Association of Maryland; Harold

S. Shertz, Philadelphia, attorney for the National Team and Motor Truck Owners' Association; Frank E. Kirby, Columbus, manager of the Ohio Association of Commercial Haulers; W. H. Brearley, Ardmore, of the Pennsylvania Motor Truck Association; and James M. Naye and J. P. Cavanaugh, both of Philadelphia, respectively president and secretary of the National Team and Motor Truck Owners' Association.

Wisconsin Supreme Court Upholds License Statute

MOTOR trucks engaged in interstate commerce must be licensed in Wisconsin if they operate on Wisconsin highways, as the truck license law of 1931, about which much controversy arose, has been sustained in every way by the State Supreme Court.

The decision was written by Justice Oscar Fritz. It approves the principle that users of the public highways, although engaged in interstate commerce, are subject to regulations by the State to insure safety and convenience of the roads. Such users may be required to contribute to the cost and up-keep of these highways, and common carriers for hire which make the highways their place of business may properly be charged an extra tax for such use, the decision holds.

The suit was brought by several Illinoian truckers.

(Concluded on next page)

One Year's Performance of Tractor-Truck with Semi-Trailer

IN an attempt to bring its hauling costs down to the minimum, the Doyle Transfer Co., of Saginaw, Mich., put a tractor-truck with semi-trailer in service last year and kept accurate records of operating costs. Figuring in all fixed and variable expense, the company has found that this type of transportation, which was used for long-distance work exclusively, was economical. The combination of vehicles was operated at an average cost of slightly more than 4 cents a mile, including first-year depreciation but not including wages of the driver.

Depreciation

The average pay load carried by this new unit, which operated between Saginaw and Grand Rapids, a distance of 118 miles, only a third of which is paved, was five tons. Two drivers were employed at all times. The unit traveled a total of 82,259 miles during the twelve-months' period. Complete cost figures are analyzed in the accompanying table.

The cost of the truck is being depreciated at the rate of 66% per cent a year, while the trailer and truck body are figured at 33 1/3 per cent a year. Both truck and trailer are equipped with 32 x 6 pneumatic tires, duals being used on the rear wheels of both truck and

| Cost Analysis of Tractor-Truck with Semi-Trailer Doyle Transfer Co., Saginaw, Mich. (Dec. 1, 1930, to Dec. 1, 1931) | |
|---|-------------------|
| Fixed Expenses | |
| Depreciation, Chassis Less Tires. | \$883.32 |
| Depreciation, Body and Semi-Trailer. | 147.78 |
| Interest on Investment. | 132.00 |
| Insurance Premiums. | 50.00 |
| License Fee and Public Utility Permit. | 176.00 |
| Storage. | 60.00 |
| Total Fixed Costs. | \$1,445.10 |
| Variable Expenses | |
| Gasoline. | \$1,258.02 |
| Oil and Grease. | 277.00 |
| Tires: | |
| Depreciation. | 460.23 |
| Repairs. | 2.50 |
| Chassis Repairs: | |
| Parts. | 38.83 |
| Labor. | 37.25 |
| Washing. | 50.00 |
| Total Variable Costs. | \$2,123.83 |
| TOTAL COST LESS DRIVERS' WAGES. | |
| \$3,568.93 | |
| Statistics and Averages | |
| Number of Miles Operated. | 82,259 |
| Number of Days Operated. | 301 |
| Number of Hours in Shop. | 22 |
| Miles per Gallon of Gasoline, Average. | 8 1/2 |
| Average Total Cost per Day. | \$11.86 |
| Average Total Cost per Mile. | \$.0433 |

trailer. Tire mileage averaged approximately 50,000.

Highly competitive conditions and the necessity for keeping costs down have convinced the company that the truck-

trailer units are almost a necessity if profits are to be accumulated in these times of economic stress.

The truck is an International Model AL-3.

nois trucking companies against the Secretary of State to enjoin him from enforcing the truck license law. The statute was first sustained by Judge August E. Braun in a general opinion and the truck companies appealed to the Supreme Court.

California Decision

THE California State Railroad Commission has regulation over motor truck service within the State even though the goods moved are interstate in character, according to a recent decision by the Commission. The ruling was issued in a Los Angeles County case in which one Alex Meyers has been operating, without a Commission certificate, a service moving freight received from steamships to points in Los Angeles County.

Meyers, who operates the Western Transportation Co., contended that, as the goods hauled were interstate and foreign, he was not legally required to obtain permission from the Commission.

In the decision, handed down by Examiner Vincent Kennedy, Meyer was directed to cease operations until he had obtained a certificate of public convenience and necessity.

The ruling was given after a study of two United States Supreme Court decisions. The fact that a substantial amount of commerce moved by the defendant from the harbor to Los Angeles was interstate in character was of no significance, the Commission's ruling stated, inasmuch as Meyers' operations were principally between Los Angeles and Los Angeles harbor, points within the boundaries of the State.

Canada's Rail-Truck Competition Studied by Royal Commission

THE Royal Commission which was appointed to investigate the transportation problem in Canada has completed its hearings and is now preparing its report. The result of its investigation, its constructive suggestions and preferred solutions are awaited eagerly by warehousing and transportation interests and the general public.

The two major railway systems in the Dominion have been in an extremely difficult position for some months. In certain circles this unfavorable position is said to be the direct result of motor vehicle competition. But, as is frequently the case, this phase of the problem appears to have been greatly exaggerated.

At the Commission's hearing in Toronto the brief for the motor truck was presented by the Canadian Automobile Chamber of Commerce. This brief may be summed up by stating that the motor truck, owing to its inherent nature, is capable of rendering certain kinds of transportation service more efficiently and more cheaply than the railway, and that the solution of the problem that has grown out of motor truck and rail-

way competition lies in the coordination of these two transportation agencies.

Ample evidence in support of the first contention can be readily obtained. Perhaps the rapid development of motor truck service during recent years constitutes one of the most convincing arguments. Its presence in constantly increasing numbers is a striking illustration of its economic merits. The inherent nature of the service it renders is such that it is bound to secure public recognition and approval. It would therefore appear that any attempt to curb the activity of the truck, which at the same time would prevent it from making its contribution to society, would result in an economic loss.

Opponents of the motor truck contend that its alleged efficiency is in reality the result of the public carrying a large portion of its operating costs. This is a question on which there are wide variations of opinion. The brief, in dealing with that phase of the problem, emphasizes the fact that improved highways confer distinct benefits upon the country as a whole. This being true, it is maintained that it is unreasonable to expect motor vehicles to carry the entire cost. In this connection the recent Royal Commission on Transport in Great Britain is quoted. This Commission stated that motor vehicles should pay two-thirds of highway charges and that one-third should be obtained from general taxation.

Investigations on the part of the Citizens Research Institute of Canada are also cited. It is said that surveys conducted by this organization indicate that in 1930 revenue from highway users was 74.1 per cent of current expenditure. This figure compares favorably with the 66% per cent which the British Royal Commission on Transport considered to be highway users' fair proportion of road charges.

In further opposition to the statement that motor vehicles should carry all highway charges it is pointed out that transportation agencies, owing to the public nature of the service they render, have been given liberal support by Dominion, provincial and municipal governments for a long period of years. This assistance has appeared in various forms, such as canal improvements, deepening of waterways, harbor development, land grants, cash grants, guaranteed bonds and stock, etc.

In outlining the benefits of motor truck transportation, flexibility, speed, convenience and cheapness are emphasized. Attention is called to its supremacy in handling less-than-carload shipments and short-haul traffic. An interesting revelation with reference to the development of this form of transportation is disclosed by the statement that during the past few years its economic radius of operation in regard to the general run of freight has increased from about 75 miles to approximately 130 miles. This increase in the range of motor truck service is due to improvements in construction, roadways, and methods of operation.

The brief stresses an important phase of the regulation problem when it points out that only a small proportion of the motor trucks in use are amenable to Government supervision. According to an estimate made by the Bureau of Economics of the Canadian National Railways, public and contract carriers represent about 4 per cent of the total truck registration.

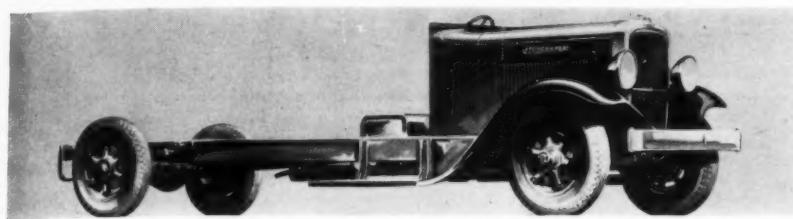
It is obvious that the most rigid control of this small proportion of the total trucks in operation would do little in the way of eliminating what some observers choose to call the trucking menace. This is a fact which sometimes escapes the observation of regulation enthusiasts. Nevertheless, it is an element which must be given due consideration in the construction of intelligent legislation pertaining to Government control of motor vehicles of the public carrier type. This same complex situation has been encountered by legislators in various countries.

It appears probable that an attempt to place an unjust burden on this type of carrier would defeat itself. Legislation which would place an exorbitant tax on public and contract carriers would result in a contraction of this type of service and an increase in the number of private trucks. Many firms which were dependent on public truck service for their distribution requirements would become private truck owners. On the other hand, a goodly number of smaller organizations would be forced to carry an additional burden. In many instances a firm's volume would not be heavy enough to warrant direct participation in the transportation industry. It is probable that in many cases the pressure of competition would force a firm of this type to absorb the additional transportation expense.

The brief closes with an appeal for the coordination of rail and motor vehicle service. It is suggested that the Canadian railways in making no attempts to coordinate the two transportation mediums are guilty of lax practice. It is pointed out that the motor vehicle through actual efficient performance has made a place for itself in the transportation system and that the railways should combine this form of transportation with the type of service they can render most efficiently. It is contended that this action would enable them to eliminate unprofitable less-than-carload movements and unduly expensive branch line operations.

It is generally agreed that a substantial degree of coordination will be a fundamental factor in the ultimate solution of the problem of motor vehicle and railway competition. With the passing of time the conceptions of motor vehicle transportation as a supplement to rather than a substitute for rail service appears to be gaining weight. Each agency is capable of performing an essential service in our economic life and eventually each form of transportation will find its proper level in the commercial structure.

—W. McLeod Orford.

S. P. A. Adds 141-Inch Wheel Base Chassis

ANNOUNCEMENT is made by the S. P. A. Truck Corporation (Studebaker and Pierce-Arrow), South Bend, Inc., that a 141-inch wheelbase chassis has been added to the 1½-ton line, and is priced at \$695 at factory. The 165-inch wheelbase 1½-ton sells at \$745 at factory, while the price (at factory) of the 130-inch wheelbase 1½-ton model

has been reduced to the price of \$670.

The new 141-inch chassis has its power increased from 70 to 75 horsepower. Brakes are of the Bendix duo-servo type, with two shoes, and cable control. These brakes employ forward motion of the vehicle to multiply the braking action. A B-K vacuum booster is optional equipment at extra cost.

3-to-5-Ton Trailer Is Announced by GMT

As a companion to its T-18 truck of 1½ or 2 tons capacity and selling for \$595, General Motors Truck Co., Pontiac, Mich., announces a new semi-trailer, with wearing parts interchangeable with those of the truck. The nominal capacity of this trailer, designated as Model TT-218, is 3 to 5 tons.

Using a one-piece formed pressed steel frame of "fish-belly" construction with a 6-inch drop and a length of 14 feet, maximum loading carrying ability is obtained by concentrating 60 per cent of the body and payload weight on the trailer axle. Five pressed steel cross members of integral gusset type provide a wide margin of strength.

Shackles, shackle bolts, bushings, wheels and brake parts are interchangeable with the regular T-18 truck parts, while adequate spring strength is obtained by using special springs of eleven $\frac{3}{8}$ -in. thick leaves. Power brakes are of the B-K vacuum type. A parking brake can be supplied which is operated automatically when lowering the support wheels.

A feature of this semi-trailer is the mechanical support, which is a new type, the front supporting wheels being raised and lowered by means of a steel cable and lever arrangement actuated by a crank at the side. It is locked in either position by a dog; in addition, supports swing past center position, insuring absolute safety.

The lower fifth wheel is the regular GMT 24-inch type, spring cushioned, semi-automatic type, reducing the force of coupling blows and saving and prolonging the life of the unit. The upper fifth wheel is integral with the frame and consists of a heavy steel plate across entire width of frame, extending back to second cross member supporting a steel bolster and hardened king pin.

The new TT-218 semi-trailer is particularly adapted for long distance haul-

ing, for picking up and delivering local freight, for warehousemen or movers in need of a 600 to 800 cubic foot van for both local and long distance moving.

Pressed steel cross sills, interchangeable with those on the truck, are used in the body construction. Stakes are set within the pressed steel platform base, providing an integral rub rail on each side. A 42-inch stake and rack body or stake express body with a 2-foot reinforced tail gate at the rear are available. Formed steel wearing strips, bolted directly to steel cross sills, hold the floor in position, at the same time providing a dust-tight floor construction.

Southern Pacific Organizes Louisiana Motor Subsidiary

THE first movement started on behalf of a trunk line railroad operating in Louisiana to meet truck competition with truck competition was inaugurated on March 29 when the Southern Pacific Transport Co. filed incorporation papers and held its organization meeting. Representatives of the company stated that application for authority to operate and for approval of the tariff rate which it submitted would be filed with the Louisiana Public Service Commission. Operation would begin, they stated, as soon as this approval was granted.

"This step," said Russell C. Watkins, elected president of the new company, "puts this company in a position to compete completely with otherwise owned fleets of trucks on the highways of Louisiana.

"This incorporation is the first effort on behalf of a trunk line railroad in this territory to initiate freight truck service. Our charter points the way to the proper method of eliminating the irresponsible truck operator. It promises to permit the use of public highways under such restrictions as will insure safety to the public and preserve at the same time to the commercial interests all the ad-

vantages they have found in this mode of freight transportation.

"The purpose of the company, as formally announced on behalf of the Southern Pacific Lines, is the coordination of motor truck and railroad service on less-than-carload shipments within Louisiana territory served by lines of the Southern Pacific system.

White Selling New Indiana for \$885

AN oversize 1½ 6-cylinder Indiana truck, powered with a 68-horsepower engine and having a chassis weight of 3900 pounds and an allowable gross weight of 10,000 pounds is being sold and serviced by the White Company, Cleveland, for \$885.

Newly designed and embodying engineering advancements, this new vehicle, designated as Model 85, is available in five wheelbases (141 inches standard and 132, 155, 169 and 186 inches optional, the last three at extra cost) and a complete line of bodies for all needs.

Features include flexible control, positive acceleration enhanced by a down-draft carburetor, steering through heavy cam and level type, 4-wheel hydraulic brakes and 6.50-20 dual tires as standard equipment.

Clark Tractor Offers New Machine

A NEW lifting and tiering truck which will pick up cleated loads with 2-inch under-clearance is announced by the Clark Tractor Co., Battle Creek, Mich. It differs from many other lift trucks in that the load is carried on tapered steel fingers with a standard length of 28 inches which touch the floor in down position. The fingers tilt back slightly in the first 5-inch of rise, insuring balance for the load.

Extreme flexibility is claimed because of the 4-wheel steer and rear-wheel drive. The 2-ton model has a turning radius of 89 inches; the 3-ton, of 98 inches. The truck is gas-powered for continuous operation. Maximum lifting and carrying capacity is assured by the powerful hydraulic lift, mounted over extra large (15 by 7 inches) rubber tires. The speed per hour is from 1 to 6 miles.

While the truck is capable, it is stated, of tiering to a height of 50 inches, the low overall height (77 inches) of the machine makes it ideal for loading box cars. Special machines with greater tiering height to meet special conditions are being made by the manufacturer on this same chassis.

Body Construction

"Pay-Load Construction for Closed Bodies" is the title of an article which, of interest to van owners, appeared in the March issue of *Met-L-Wood News*, published by the Met-L-Wood Corporation, Chicago. The publication is a special one devoted to ribless and semi-ribless construction of van bodies.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

Missouri Group Elects Thomas New President

ENTHUSIASM, courage to face 1932 problems squarely and intelligently, and the general recognition of the need for cooperation, were the outstanding characteristics of the eleventh annual convention of the Missouri Warehousemen's Association at the Kansas City Athletic Club, April 15 and 16. Members of the association and visitors concurred that the convention probably was the most successful in the history of the group. Approximately 75 warehousemen attended.

O. W. Thomas, secretary-treasurer, A-B-C Fireproof Warehouse Co., Kansas City, was elected president, succeeding A. M. Hansen, of the Brown Transfer & Storage Co., St. Joseph.

George C. Dintelmann, secretary, Ben A. Langan Storage & Van Co., St. Louis, was chosen vice-president in charge of the household goods division; Benjamin F. Niedorp, president, St. Joseph Transfer & Warehouse Co., St. Joseph, vice-president in charge of merchandising, and W. R. Wilkerson, president, Empire Storage & Ice Co., Kansas City, vice-president in charge of cold storage.

A. E. Brooks, of the Southwest Warehouse Corp., Kansas City, who served as secretary the past year, was elected sec-

retary-treasurer, the offices being combined.

M. W. Niedringhaus, president, General Warehousing Co., St. Louis, was elected to the board of directors as household goods member; S. H. Paul, treasurer, Finkbiner Transfer & Storage Co., Springfield, a director, merchandising division, and H. C. Herschman, Terminal Warehouses of St. Joseph, Inc., a director, cold storage division.

Mr. Hansen becomes, through a change in by-laws, ex-officio member of the board of directors.

Following the welcoming address by Frank M. Cole, president of the Kansas City Warehousemen's Association, C. D. Morris, western railways public relations committee, Chicago, told the delegates that the cost of government and Government's interference in business were outstanding barriers to the return to normalcy. He said the Government was spending \$7,000,000 a day more than was being collected, or \$5,000 a minute; that there were 500,000 tax-spending bodies in the United States; that all cities over 700,000 in the United States today were bankrupt; that one out of every four persons gainfully employed worked for the Government; and that every man, woman and child in the country annually paid \$225 to maintain government.

The only true solution to this alarming situation, Mr. Harris asserted, was for

the Government to spend less rather than attempt to collect more. As it was, the industry, commerce and business of the future were being mortgaged heavily to pay for governmental extravagance. Warehousemen, he urged, did not stand alone; their prosperity depended on general prosperity.

Elmer Erickson, Chicago, general president of the American Warehousemen's Association, declared warehousemen had not felt the responsibility of citizenship, nor fulfilled it. The time had come for everyone to vote, and the tax problem was not going to be solved until "we stop asking the Government to help us gain some selfish end," Mr. Erickson asserted. "No industry can get any further than the wishes of the majority of that group, and wishes must in all cases be backed up by work and sincere effort.

"There is war between and within industries, and no good ever came of war. The only way to stop it is to get into a huddle and protect our interests as practical and intelligent business men. For that we need strength, and we cannot secure national strength without the loyalty and backing of local groups."

Mr. Erickson predicted a crop of bankruptcies this year. They would be, unless there was stronger cooperation within the industry, the inevitable out-

(Continued on page 45)



Banquet at eleventh annual meeting of the Missouri Warehousemen's Association, at the Kansas City Athletic Club in April

Oregon Association Reelects Don Bates President for 1932

THE Oregon State Warehousemen's Association held its annual meeting on March 21 at the Multnomah Hotel in Portland and reelected officers and directors as follows:

President, Donald G. Bates, president, Oregon Transfer Co., Portland.

Merchandise vice-president, Herbert M. Clark, president, Holman Transfer Co., Portland.

Household goods vice-president, Glenn Bekins, Portland manager, Bekins Moving & Storage Co.

Secretary-treasurer, Robert E. Manning, manager, Manning Warehouse & Transfer Co., Portland.

Directors, the officers and F. E. Luce, proprietor, Capitol City Transfer Co., Salem; Raymond A. Chapin, president,

Donald G. Bates



Reelected president of the Oregon State Warehousemen's Association

Portland Van & Storage Co., Inc., Portland; Rudie Wilhelm, president, Rudie Wilhelm Warehouse Co., Inc., Portland; M. P. Pihl, Pihl Transfer Co., Portland; and C. E. Penland, president, Penland Bros. Transfer Co., Pendleton.

An outstanding feature was a paper on "Measured Rates for Warehouse Handling" by Mr. Clark, the merchandise division vice-president. After outlining problems confronting the industry, Mr. Clark quoted endorsements of his plan as sent him by storage executives in various parts of the country and stated that present users of measured rates has increased their tariffs from 20 to 25 per cent. He urged that companies analyze their business more closely than ever before and agree on uniformity in rates.

Mr. Bates in his report as president reviewed the industry's changes and touched on chaotic conditions.

Proposed changes in the uniform warehouse receipts Act, as sponsored by

WITH THE ASSOCIATIONS

the Oregon State Bankers' Association, were discussed and it was indicated that they had the approval of warehousing.

Railroad pick-up and delivery has in some instances benefitted members of the association, they said. Mr. Bates advocated an increase in rates for this service. The Railway Express Agency's store door pick-up and delivery, particularly in Portland, was providing new competition, it was brought out.

Steamship dock storage was another form of competition considered and the delegates were informed that a special committee was taking this up with the steamship interests.

The wage rate in Portland has been lowered 50 cents a day, discussion showed, and the satisfactory readjustment was attributed to cooperation by the members.

As chairman of the legislative committee, Mr. Chapin outlined the tax problems faced by the industry and announced that a recent adverse decision in the Superior Court probably would be taken to the State Supreme Court.

The business sessions were held after a noon luncheon.

—F. K. Haskell.

Texas Committees

AS new president of the Texas-Southwest Warehouse & Transfermen's Association, R. E. Abernathy, Dallas, has appointed committees which conform generally with those of the National Furniture Warehousemen's Association. The committees and their chairmen are as follows:

Advertising, J. P. Tarry, Wichita Falls. Arbitration, William I. Ford, Dallas. Auditing, Roy Binyon, Fort Worth. Auxiliary departments, Miss May Crocker, Corpus Christi. Business creation, Hugh S. McCall, Shreveport, La. Claims and accident prevention, H. E. Painter, Chickasha, Okla. Cooperative buying, L. C. Abbott, Fort Worth. Employer and employee relations, Ed Sproles, Fort Worth. Entertainment, William C. Boyce, Amarillo. Insurance, G. K. Weatherred, Dallas. Inter-city hauling, J. D. Moore, Abilene. Legislation, E. D. Balcom, Dallas. Local moving, Ford Holtz, Ponca City, Okla. Membership, O. E. Latimer, San Antonio. Merchandise and rates, A. L. Hernandez, Jr., San Antonio. Packing department, A. L. Cox, El Paso. Pool car distribution, William I. Ford, Dallas. Program for summer convention, A. B. Stringer, Waco. Rate enforcement, K. K. Meisenbach, Dallas. Sales promotion, W. W. Warren, Oklahoma City, Okla. Shipping department, Robert Black, Ely Dorado, Ark. Simplified practice, C. J. Stinson, Fort Worth. Statistics, L. G. Riddell, Houston. Storage department, H. S. Brimm, Oklahoma City, Okla.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

Louis Schramm, Jr., Chosen President of the New York F.W.A.

THE New York Furniture Warehousemen's Association at its April meeting, held at the Aldine Club on the 11th, selected a new president—Louis Schramm, Jr., vice-president of the Chelsea Fireproof Storage Warehouses, Inc. He succeeds James H. Coughlin, who, reelected at the association's annual meeting in January, is now no longer identified with warehousing by reason of his resignation as manager of Lee Brothers, Inc.

Mr. Schramm's elevation to the presidency left vacant the position of vice-president and board chairman. To fill this office the association elected a board member, Charles D. Morgan, superintendent of Morgan & Brothers.

To fill Mr. Morgan's place on the board, Ernest H. Milligan was chosen.

Louis Schramm, Jr.



New president of the New York Furniture Warehousemen's Association

A past president of the association, Mr. Milligan is vice-president of Lee Brothers, Inc.

A resolution was adopted opposing Government competition in moving and hauling, particularly by the Quartermaster's Department of the United States Army. This action was urged in a letter, read by William T. Bostwick, secretary, from Arthur C. Smith, secretary of the Washington, D. C., group.

—K. B. S.

E. H. Lee Heads Local of the Toledo Haulers

THE Toledo Chapter of the Ohio Association of Commerce Haulers at its recent annual meeting elected officers as follows:

President, E. H. Lee, secretary, H. C. Lee & Sons Co.
First vice-president, W. J. Seitz.

Second vice-president, Samuel Townsend.

Treasurer, H. L. Drew, president, H. L. Drew Cartage & Storage Co.

Secretary, W. C. Rathbun, president, Rathbun Cartage Co.

—Lester Heins.

Houston Reorganizes Local; Wald Elected Its First President

THE Houston Transfer & Warehousemen's Association has succeeded the Houston Warehousemen's Club. Under the reorganization recently effected the group has eleven member companies. The constitution was drafted by B. Frank Johnson, Fort Worth, secretary of the Texas-Southwest Warehouse & Transfermen's Association, who attended the reorganization gathering. Officers have been elected as follows:

President, K. M. Wald, president, Wald Transfer & Storage Co., Inc.

Vice-president, L. G. Riddell, president, Union Transfer & Storage Co.

Treasurer, G. G. Dorsey, owner, Patrick Transfer & Storage Co.

Secretary, A. J. Sebastian, Oakwood Transfer Co.

Reporter, Julian Hurwitz, Westheimer Transfer & Storage Co.

The firms identified with the new group include the foregoing companies and the Active Transfer Co., Herrin Transfer & Warehouse Co., W. R. Smith Transfer Co., Swilley Transfer Co., Three Brothers Transfer & Storage Co., and Watson Transfer & Storage Co.

Holt Protests Proposed Customs Bond Provision Affecting Warehousemen

ON behalf of the merchandise division of the American Warehousemen's Association and the Warehousemen's Association of the Port of New York, Harper A. Holt, New York, chairman of the division's committee on bonded warehouses, has protested to F. X. A. Eble, Commissioner of Customs, Washington, D. C., against the proposed Customs Form No. 3581, under which the customs bonded warehousemen would be liable for all duties and charges due the Government on merchandise removed from the warehouse without permit, whether or not such removal had been effected through warehouseman's negligence.

In effect the warehouseman would be the insurer of merchandise entrusted to his custody, which is considered a principle contrary to accepted commercial practice and to law.

Mr. Holt in his letter to Commissioner Eble held that the provision in the new form of proprietors' warehouse bond was "unfair and impractical." He explained:

"In assuming custody of bonded merchandise, the warehouseman, both technically and practically, is the joint custodian with the Government. Customs locks are affixed to all premises in which

bonded merchandise is stored, and access to the premises may be had upon the joint action of the warehouseman and the Government storekeeper.

"The Government has an interest, in the nature of a lien, in the goods to the extent of the customs duties. The warehouseman has, by operation of the law, a lien upon merchandise stored in bonded warehouses for his charges and expenses. In the case of bonded merchandise which is abandoned to the Government and sold, such warehouse charges are paid out of the proceeds of sale prior to the payment of duties to the Government. In the case of general order merchandise, these charges are paid next out of the proceeds of sale after the payment of duties.

"When application for abandonment of dutiable merchandise in bond is made to the Government, the consent of the bonded warehouseman, presumably so that he may protect his charges, is required before the Government will assent to abandonment. In these and in numerous other ways the Government and bonded warehousemen operate as joint custodians and as co-lienors. In the case of bonded merchandise, both are protected by personal engagements of the owner or importer (the Government doubly protected by reason of the sureties upon the warehouse entry bond), but in the case of general order merchandise, neither is protected. Their interests are mutual, parallel, and never adverse.

"As distinguished from a carrier, warehousemen are not, in law, insurers of the property entrusted to their care. A warehouseman is liable for any loss or injury to goods caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise. I do not think it is needful to discuss the practical and economic necessities for this distinction between the carriers and warehousemen. The reasons are so obvious, and the warehouseman's liability for the safekeeping of goods has so extensive a background in commercial law and economics of trade, that the extensive but definitely limited liability of warehousemen is universally recognized as a necessary factor and incident of commerce.

"On behalf of your petitioners I advance the contention that the proposed provision in the form of proprietors' warehouse bond disregards this essential limited liability.

"If inserted, the language would make the warehouseman assume toward his co-custodian a greater liability than the law and economics of bailment either require or admit to be practically assumed. If the Government be construed to have a proprietary interest in merchandise entered for warehousing in bond and deposited in Class 3 bonded warehouses, it would seem obvious that the responsibility of the warehouseman for the safekeeping of the goods must be a uniform responsibility to all parties having an interest in the goods, *i. e.*, to the owner or owners, and the Government.

"The theory of the warehouse bond has always been to assure to the Government proper performance of the duty of the principal as a warehouseman. It is submitted that this assurance would be given in full if the quoted provision of the proposed bond were deleted from the form. To extend this liability of the warehouseman by requiring him to assume liability in event of theft or loss of a character against which he could not protect himself would be both inequitable and violative of the economic and commercial reasons underlying the rule which sets the measure of liability.

The modification of the warehouse bond by the insertion of the quoted provision is impractical, because it would result in confusion caused by the inability of the warehouseman and his surety even to estimate the amount for which both might be liable. It is primary that warehouse rates cannot relate to the value of the goods, or to the amount of the duties, and that the amount of dutiable merchandise in store at any time would, under the proposed bond, constitute the amount for which the warehouseman would be liable to the Government in the event of either a theft or loss by reason of some act or circumstance entirely beyond the warehouseman's control. The amount of contingent liability would be a factor in the premium. Thus, even in the case of merchandise entered for warehousing in bond when conceivably the amount of the duty could be ascertained, neither the principal nor his surety could exact monetary protection against the contingent liability.

"Furthermore, and obviously, the amount of duty assessable upon merchandise warehoused in bond fluctuates violently from day to day, especially in a very large and active bonded warehouse at a busy port such as New York.

"Of course, in the case of general order merchandise no estimate whatsoever of the amount of duty for liquidated damages for which the warehouseman might be liable can be computed.

"The proposed provision, therefore, would impose a liability on the warehouseman against which he cannot protect himself, and against which he cannot insure."

Mr. Holt concluded with a request that, should his facts and conditions as outlined not be persuasive, the members of the petitioning warehouse associations be afforded opportunity to introduce testimony.

Harrison Again President of Pittsburgh Chapter of Pennsylvania M. T. A.

THE Pittsfield Chapter of the Pennsylvania Motor Truck Association, with which storage firms are identified, held its annual meeting on March 22 and elected officers as follows:

President, John A. Harrison, president Harrison-Shields Co.

Vice-president, Wyn B. Morris, president Rieck-McJunkin Dairy Co. Secretary, Hugh G. Walsh, secretary Haugh & Keenan Storage & Transfer Co. Treasurer, D. D. Kirby, president Kirby Transfer & Storage Co., Inc.

Wood Elected by New York Van Men for a Third Term

THE Van Owners' Association of Greater New York, at its annual meeting on March 25, deferred from Feb. 15 because of the unsettled labor situation, retained as its president William R. Wood, secretary of the Liberty Storage & Warehouse Co. This is Mr. Wood's third consecutive term. Other officers and directors chosen are:

First vice-president, Barrett C. Gilbert, vice-president of the Gilbert Storage Co., Inc.; and second vice-president, Charles F. Byrnes, president of Byrnes Bros. Warehouses, Inc. Treasurer, re-elected, William Eisen, president of L.

William R. Wood



Again president Van Owners' Association of Greater New York

Fink & Son, Aetna Storage Warehouses, Inc., Brooklyn. Edward J. Sullivan continues as secretary.

Directors, William T. Bostwick, president Thomas J. Stewart Co.; James McGuire, of James McGuire, Inc.; Louis Schremm, Jr., vice-president Chelsea Fireproof Storage Warehouses, Inc.; Charles D. Morgan, superintendent Morgan & Brothers; Walter W. Weekes, secretary Harragan's Storage Warehouses, Inc., Brooklyn; Daniel Schwarz, president Schwarz Van & Delivery Co.; Charles Cirker, of the Gramercy Storage Warehouse, Inc.; Louis Celli, president Globe Fireproof Storage Warehouse, Inc.; B. Herman, president Herman Storage Warehouse; George H. Milligan, secretary Lee Brothers, Inc.; and Harry Weissberger, of the Weissberger Moving & Storage Co., Inc.

WITH THE ASSOCIATIONS

New Membership

Affiliations

AMERICAN Warehousemen's Association (merchandise division):

Central Warehouse Co., Flint, Mich. Curtis Bros. Transfer Co., Cleveland. Market Terminal Warehouse, Buffalo. Metropolitan Warehouse Co., Carlton Hill, N. J.

Vyn Co., Inc., Grand Haven, Mich.

Association of Refrigerated Warehouses (a division of the American Warehousemen's Association):

Hall Street Cold Storage Warehouses, Inc., Brooklyn.

Loomis Cold Storage Co., New York City.

Manning Cold Storage Co., Ltd., Toronto.

Merchants Cold Storage Co., Minneapolis.

Public Cold Storage & Warehouse Co., Toronto.

Michigan Furniture Warehousemen's Association:

Shaw Storage & Transfer Co., Jackson.

New York Furniture Warehousemen's Association:

Kew Gardens Storage Warehouse, Inc., Kew Gardens, N. Y.

New York State Warehousemen's Association:

Brooklyn Bridge Freezing & Cold Storage Co., New York City.

Kew Gardens Storage Warehouse, Inc., Kew Gardens, N. Y.

Southern Warehousemen's Association:

Bowman Transportation Co., Charleston, S. C.

Washburn Bonded Warehouse, Inc., Macon, Ga.

Texas-Southwest Warehouse & Transfermen's Association:

Barnhart Mercantile Co., Houston.

Warehousemen's Association of the Port of New York:

Brooklyn Bridge Freezing & Cold Storage Co., New York City.

Rochester Local Elects Sheldon 1932 President

THE Truckmen's and Warehousemen's Association of Rochester, N. Y., at its recent annual meeting elected officers for 1932 as follows:

President, Charles W. Sheldon, East End Carting Co.

Vice-president, George P. Hoffman, Geo. Hoffman Carting Co.

Secretary (re-elected), Charles J. Costich, secretary, B. G. Costich & Sons, Inc.

Treasurer, Frank S. Gottry, president, Sam Gottry Carting Co.

The retiring president, John F. Weis, president, Rochester Storage Warehouses, Inc., was elected an honorary life president.

The executive committee chosen comprises Mr. Gottry, Mr. Hoffman and Rudolph G. Weis, secretary, Rochester Storage Warehouses, Inc.; U. C. Leckinger, manager, B. R. & P. Warehouse, Inc.; A. A. Blanchard, president, Blanchard Storage Co., Inc., and Harold A. Sours, proprietor, Sours Carting & Storage Co.

Kansas Group Elects Jones President and Reduces Annual Dues

THE Kansas Warehouse-Transfermen's Association at its annual meeting, held at the Hotel Allis in Wichita on March 19, reduced annual dues from \$20 to \$10 and the initiation fee from \$10 to \$5; revised its by-laws so as to include transfer companies in the membership even though not engaged in warehousing; and elected officers as follows:

President, Earl W. Jones, president, United Warehouse Co., Wichita.

Earl W. Jones



New president of the Kansas Warehouse-Transfermen's Association

Household goods vice-president, J. R. Cody, manager, Cody Transfer & Storage Co., Hutchinson.

Merchandise vice-president, Murray E. Cuykendahl, manager, Brokers Warehouse & Office Co., Wichita.

Cold storage vice-president, H. T. Travis, manager, Ark Warehouse Co., Arkansas City.

Secretary, Alva E. Smith, secretary, Merchants Transfer & Warehouse Co., Inc., Wichita.

Treasurer, E. H. White, Topeka Transfer & Storage Co., Topeka.

Director for three years, J. C. Cassell, president, Cassell Transfer & Storage Co., Topeka.

J. L. Bailey, Emporia, the presiding president, was in the chair.

In a talk on merchandise warehousing

WITH THE ASSOCIATIONS

Distribution and Warehousing
May, 1932

Mr. Jones gave the delegates a business tip. He said he had induced manufacturers each to send a car of products to his warehouse and to instruct their salesmen in the territory to take orders for immediate delivery. For one shipper alone, Mr. Jones cited, business had increased 50 per cent on one product, 100 per cent on another and about 70 per cent on a third.

The Oklahoma law on movement of household goods incoming from other States was explained by W. W. Warren, Oklahoma City, who outlined also the Allied Van Lines situation.

On motion by George Rea, Wichita, a resolution was passed petitioning the Kansas State authorities "to adopt a uniform tag tax for all sizes of motor vehicles."

**New York Group Foresee
an End to Competition at
State Barge Canal Piers**

PROGRESS in warehousing's efforts to bring an end to storage competition by the New York State Barge Canal was reported at the March meeting of the Warehousemen's Association of the Port of New York by S. J. Steers, representing the association's committee on piers.

Mr. Steers told the group he had been able to get the canal authorities to agree to discontinuance of non-canal storage on the canal piers, and that certain shippers formerly allotted space on the piers had been compelled to find space elsewhere. Also, he said, it was expected that the storage rates on the canal piers would be increased so as to be more equitable.

On behalf of the committee on bonded warehouses, W. C. Crosby reported that an attempt was being made to have the text of the bond covering Government stores altered so as to be satisfactory to warehousemen. On motion by D. L. Tilly the association went on record opposing the present text.

By a vote of sixteen to seven the association voted to have John J. Hickey, Washington attorney, represent it in I. C. C. Ex Parte 104. Mr. Hickey is attorney for the Warehousemen's Protective Committee in the movement by a group of merchandise and cold storage warehouses to force the railroads out of the storage business.

**Washington State Members
Have a Specific Shipping
Assessment Now in Effect**

TWENTY storage and transfer companies in Seattle, six in Tacoma, eight in Spokane and one in Everett—all members of the Washington State Warehousemen's Association—have subscribed to a policy of assessing the shipper an extra shipping service charge as set forth in the association's "Warehouse Tariff Bulletin No. 1" as follows:

"Orders for shipment routed for pickup by motor freight, railroads, transport lines and other carriers will be

subject to a charge for shipping service of 1 cent per package on any one shipment up to and including 100 packages, with a minimum charge of 15 cents up to 15 packages; one-half cent per package on all packages over 100 on the same bill of lading.

"Shipping service on 'will call' orders covers any or all of the following details: furnishing stencils and stencil supplies or tags; cutting stencils or addressing tags; marking or tagging the packages; furnishing and preparing bills of lading; notification to carrier; rehandling; use of shipping space; taking receipts and sending completed bills of lading to the customer. It does not include cartage.

"The warehouse assumes no responsibility for dispatch of such orders beyond prompt notification to the carrier."

According to H. P. Mehlfeld, Seattle, the association's secretary, the storage firms have received little opposition to this specific shipping service charge, and "it is the opinion of most of the warehousemen that they will have no trouble in collecting it from any of their customers."

E. D. Balcom



First president of the Texas Common Carrier Motor Freight Association

**Texas Motor Carriers
Organize with Balcom
the First President**

COMMON carrier motor freight lines operating in Texas have organized the Common Carrier Motor Freight Association, with headquarters in the Norwood Building, Austin. The office is under the management of Walter Gates, formerly attorney for the motor transport division of the State Railroad Commission. Officers have been elected as follows:

President, E. D. Balcom, president

Dallas Transfer & Terminal Warehouse Co., Dallas.

Vice-president, Ed. Sproles, manager Sproles Transfer & Storage Co., Inc., Dallas and Fort Worth.

Secretary-treasurer, R. L. Carnrike, secretary Binyon-O'Keefe Fireproof Storage Co., Fort Worth.

The directors include W. A. Johnson, president Johnson Storage & Distributing Co., Fort Worth; J. L. Robinson, president Paris Transfer & Storage Co., Paris; J. A. Fadell, secretary Merchants Fast Motor Lines, Inc., Fort Worth and J. P. Tarry, president Tarry Warehouse & Storage Co., Wichita Falls.

**Wood Urges Uniformity
in Charging Foreign
Shippers of Lift Vans**

UNIFORMITY in charging for foreign-owned lift vans consigned from abroad to members of the National Furniture Warehousemen's Association in this country is recommended to the National's members in a bulletin sent out by the secretary, Ralph J. Wood, Chicago.

"From time to time," Mr. Wood points out, "foreign shippers send goods in their 'lift' vans to our members for delivery, requesting them to store the empty vans. They expect free storage in accordance with the general practice in Europe, where these vans are sent back and forth freely among members of the European warehousemen's associations.

Today's Diversity

"It seems desirable that some uniform practice should be adopted by our members regarding the charge to be made foreign warehousemen for handling and storing their vans. Now some of our members handle these vans at the same rate they charge on American vans; some charge the same rate for hauling and unloading but charge for storing the empty vans, and some charge a rate of \$25 more for handling foreign vans and no storage charge.

"The latter practice is recommended to our members, as it conforms to the established practice abroad, and at the same time provides some compensation for the free storage, which often runs for many months, and sometimes years, before the empty vans are able to be used back to the country of origin.

"While it is customary to store American 'lift' vans belonging to members without charge, their vans are usually held only a reasonable time, as they can be used for domestic as well as foreign shipment, whereas the foreign vans usually can be used only for shipment back to the country whence they came.

"We, therefore, suggest to our members that they adopt the practice of charging for unloading, delivering and storing foreign 'lift' vans a fee of \$25 or more in excess of the charge made on American vans, so that there may be uniformity."

**Missouri Group
Elects Thomas
New President**

(Continued from page 40)

come of the present survival-of-the-fittest struggle, he said. Warehousemen must cut the cloth of their operations to fit the times, he declared; cut rates never brought in more business or profits, but leveling of rates to fit the times was legitimate, and when the tariff basis was "right" it should be backed up with real salesmanship.

"Forget some of your pride and isolation in local competition and get together," Mr. Erickson urged. "Unless you do, war will result."

Martin H. Kennelly, Chicago, president of the National Furniture Warehousemen's Association, scored selfishness "from the top down" as the cause of present conditions. Everybody had been interested in his own particular problems and not in the broad general problems of the industry, he declared, and more honesty and cooperation, more consideration for the general welfare of the business, were needed.

The meeting of the merchandise division, of which Roy E. Jones, as vice-president, was chairman, developed subjects of outstanding interest. J. H. Tedrow, manager of the transportation department of the Kansas City Chamber of Commerce, reviewed the present rate situation in his talk on the "Effect of Present Freight Rates on Warehousing." Western trunk line territory rates were being remade, and their basis, formerly largely geographical, changed to fit new political, industrial and economic conditions, he said. He pointed out that the development of motor freight also would have a significant bearing on new rates.

Mr. Erickson declared that today more than ever cooperation was essential because of critical competitive conditions brought about by decreasing volumes and rates, and by the consequent oversupply of space. Chicago, he said, while no exception, was, however, attempting to control the situation by frequent local association meetings, wherein new conditions and their attendant problems were treated as they arose. Mr. Erickson emphasized the importance of an accounting department to obtain facts concerning warehousing because conditions had brought about changes in practically every department of the business. He stressed the great need for 1932 facts on which to base 1932 action.

Wilson V. Little, Chicago, A. W. A. merchandise division executive secretary, reported the situation as regards railroads, pointing out that warehousemen were working with the railroads to effect an adequate charge for delivery. He reviewed the work of the Warehousemen's Protective Committee and the various efforts by the A. W. A. to restrict railroad warehousing or to get adequate rates for services rendered.

"How Pick-up and Delivery Service of Trucks and Railroads Affects the Ware-

WITH THE ASSOCIATIONS

house Business" was discussed by B. F. Niedorp, St. Joseph; while W. A. Sammis, Kansas City, told "Why the Shipping Charges Should Be Assessed." (These papers will be summarized in the June *Distribution and Warehousing*.)

Earl W. Jones, Wichita, president of the Kansas Warehouse-Transfermen's Association, brought the Missourians a message that the Kansas executives strongly favored more joint meetings of the two organizations.

The merchandise division adopted the following resolution offered by Frank M. Cole:

"Whereas, the railroads are showing an increasing tendency to engage in lines of activity which are not purely transportation, and this is evidenced by proposal recently considered by the Western trunk lines committee to amend tariffs to provide various consignees in less than carload lots, at a charge of 2½c. per cwt, and also by docket now before the Consolidated Classifications Committee in subject 200 of docket 49, proposing to change rule 23 to allow railroad agents to act as agents of shippers or consignees in the unloading and distribution of carload freight lots at a charge of 5c. per cwt.

And further, this is permitted at Chicago at 2½c. per cwt. in Item 9-D, Exceptions Circular 130-T, issued by Agent Jones, and a similar arrangement is to become effective May 1 at St. Louis and Detroit in Items 91 and 97, Supplement 4, Exceptions Circular 130-U, also issued by Agent Jones. This service, now in effect and proposed by the railroads, is something aside from the actual transportation of goods or merchandise. The charges now in effect and proposed are unremunerative and do not actually cover the cost.

"By the railroads' own testimony in the Western class rate case (Exhibit 938, Witness Wetling) the average cost of one terminal handling of 100 pounds of less than carload freight is 13.56c., and the average cost of terminal handling of 100 pounds of carload freight is 1.73c.; therefore, the railroads, in assuming the performance of service such as this will assume cost of 13.56c. per cwt., which is offset by 1.73c. per cwt. (1 terminal handling of carload freight, included in the carload rate), plus charge of 2½c. of 5c. additional, leaving a deficit of 9.33c. or 6.83c.

"Whereas, the warehouse industry has been established and has grown up and developed to serve public needs, that is, the safe care, storage and distribution of merchandise, household goods and other goods and effects, and it being fundamental that it cannot continue unless it be able to secure a fair charge for its services; and

"Whereas, the attitude of the railroads in departing from purely transportation activities and entering the warehouse, storage and distribution business at charges which are less than cost, imperils existence of the warehousing and storage interests; and

Whereas, it is apparent that the entry of the railroads into this industry, if it

be successful, will be only a preliminary step to their entry into other lines of business, to the peril of private enterprise; therefore be it

"Resolved, that the Missouri Warehousemen's Association go on record as vigorously opposing this policy of the railroads; that the matter be presented to the American Warehousemen's Association with the request that that organization take similar action and actively oppose this policy; and be it further

"Resolved, that the president of the Missouri Warehousemen's Association and such members as he may authorize be directed to oppose this move of the railroads by attending railroad meetings where the subject is to be considered, by filing protest with the individual railroads, and by communicating with the executives of other lines of business warning them of this danger extending to their industries."

Mr. Kennelly, at a household goods division meeting, said that, in view of the fact that the warehousing business generally had never profiteered, there was less need today for deflation than in many other businesses.

Explaining the value of the N. F. W. A., Mr. Kennelly pointed out the tangible work it had done for members, such as the organization of long distance business. Warehousemen, he said, were going to solve the long distance problem. "It is our business and we are going to keep it," Mr. Kennelly asserted. "This is only part of the value of the N. F. W. A. We are trying to build the fraternal spirit in business. Do not delay the comeback of prosperity by unethical practices."

In "Changes Which Have Been Necessary to Meet Present-Day Evils," Mr. Niedringhaus listed changes in purchasing, office routine, insurance, advertising, warehouse and truck operation, legislation, salaries, etc. Alluding to labor, he pointed out that the status of labor during the depression had been higher than in any similar period in the history of the country. Employers and stockholders had acquired a new viewpoint: that the way to save money isn't always to cut wages. Instead they cut expenses, overhead, rents, etc. Wages were the last thing to be cut. Consequently, he said, there had been fewer strikes, disturbances and so on, so many of which characterized former periods of a similar nature. The consequence has been also that labor has been able to "see" the employers' viewpoint that less money is inevitable.

In the open discussion on the question, "If Long Distance Moving Is Such a Small Part of Our Business, Why Do We Spend So Much Time Discussing It?", warehousemen agreed that long distance is being oversold and overtalked; it was a live subject, but warehousing and other departments should not be neglected. As Mr. Kennelly pointed out, unless the warehouseman paid attention to labor, advertising, purchasing, taxes, etc., he would find himself in the hands of the receiver rather than in the hands

of his friends. But it was true also, Mr. Kennelly cautioned, that by talking long distance, more long distance business naturally resulted, and it was possible to secure more warehousing business from contacts developed in this way.

Further information regarding the Missouri meeting will appear next month.

—Kenneth Force.

"ConnWA" Votes Support of N.F.W.A. Policy Regarding Competition with A.V.L.

A RESOLUTION providing that warehousemen who become agents for any organization which competes with the National Furniture Warehousemen's Association's Allied Van Lines shall not be entitled to membership in the Connecticut Warehousemen's Association was adopted at the latter's April meeting, held on the 14th at the Hotel Taft in New Haven with twenty-six members and guests attending.

The memorial is the same in text as that adopted at the February gathering of the Central Warehousemen's Association of Illinois. In the form of a letter to N. F. W. A. members, it was read by William R. Palmer, New Haven, the Connecticut association's secretary, who moved that the policy in support of the National be adopted. The motion was seconded by Edward G. Mooney, Hartford, and was adopted without any dissenting votes. As a result of the action, at least two members of "ConnWA" must be dropped.

The association elected to membership the Waterbury Storage Co., Waterbury, and the Judson Freight Forwarding Co., New York City.

As chairman of the insurance committee, E. W. Schultz, New Britain, reported on the effect of an arbitration clause, as placed in contract between warehousemen and customer, on insurance contracts. He quoted William T. Bostwick, New York, chairman of the N. F. W. A. arbitration committee, and Leo T. Parker, legal editor of *Distribution and Warehousing*.

"All disputes between warehousemen and their customers may be settled by arbitration," Mr. Schultz summarized, "but where insurance is involved, the insurance company is not legally bound by the award unless it is a party to and represented in the adjustment of the damages—otherwise the legal procedure would be first an adjustment between the warehouseman and his customer by the American Arbitration Association and then a further adjustment between the warehouseman and the insurance company."

Government Figures

The members discussed the merchandise warehousing occupancy and tonnage figures compiled by the Bureau of the Census of the Department of Commerce. It was pointed out that only eight warehouse companies in Connecticut were making monthly reports regu-

larly and several members questioned whether this resulted in a true picture of the situation in the State. Secretary Palmer declared the reports were valuable nevertheless and should be continued.

J. W. Connelly, Hartford, called attention to the proposed change in Consolidated Classification rules to permit terminal agents to handle pool car distribution [see story on page 32] and urged united effort by warehousing to prevent encroachment.

It was announced that C. A. Moore, Bridgeport, had been appointed chairman of the committee to handle arrangements for the association's tenth anniversary celebration in July, which will take the form of an outing and field day. Complete plans will be announced at the May meeting.

"What constitutes a shipment of second-hand household goods?" was asked by E. C. Palmer, New Haven, citing a recent case in which a railroad clerk had stated that to secure the second-hand rate a shipment must consist of more than one piece, because "goods" was "plural." The clerk was later ruled out of order by a higher officer of the road, Mr. Palmer said.

A communication from the Motor Truck Association of Connecticut, warning of Vermont's new law requiring a Vermont license for trucks of more than one and one-half tons rated carrying capacity, was read. It stated that the only exception was provided through authority given the State's officials to issue a temporary permit for five days, not more than one such permit a year for any one non-resident truck owner.

—Charles B. Barr.

Paint Group Wins Competition for 1931 Achievement

A CHIEVEMENTS by various trade associations during 1931 in combatting unfair practices and in improving conditions in their industries were disclosed in the annual competition of the American Trade Association Executives, which announced, in April, the winners. The fifteen associations which entered claims for the 1931 awards include the National Furniture Warehousemen's Association, which cited operation of its Allied Van Lines as a cooperative effort to meet destructive competition.

Initiative

The competition was won by the American Paint and Varnish Manufacturers' Association, of which George V. Horgan is manager. The jury stated that this association carried through a program which was "comprehensive, well coordinated and effective in the interest both of the public and the industry" and further that "the voluntary agreement under which it set up and successfully operated an unfair competition bureau is a conspicuous tribute to its courage and initiative."

The paint association in submitting its brief emphasized its technical research and the improvement of competitive conditions through its scientific section and unfair competition bureau.

"The bureau," it pointed out, "has cooperated effectively with the Federal Trade Commission and with other public and private agencies in correcting unfair trade practices within the industry, among them the suppression of commercial bribery and various forms of misrepresentation."

The clean-up and paint-up campaigns and the plans for improving credit conditions in the industry were cited also.

The four groups receiving honorable mention, without ranking them in order of merit, are the Cotton Textile Institute, Inc.; Association of American Soap and Glycerine Producers; Northern Hemlock and Hardwood Lumber Manufacturers' Association; and National Bureau of Casualty and Surety Underwriters.

Warren Heads a Trucking Division of Reorganized Oklahoma Motor Carriers

THE State association of Oklahoma motor carriers was reorganized at a meeting in Oklahoma City on April 11 and is to be rechartered as the Associated Motor Carriers of Oklahoma, Inc. Its name in the past has been the Oklahoma Motor Bus & Truck Operators' Association.

Under the reorganization the association has a general president, Moss Patterson, and four divisional vice-presidents. The vice-president of the Class "B" Truck Operators' division is W. W. Warren, vice-president of the O. K. Transfer & Storage Co., Oklahoma City, and a director of the Allied Van Lines of the National Furniture Warehousemen's Association. R. G. Hickox heads the Class "A" Truck Operators' division, and William Morgan Cain the division of Class "C" Operators and Associated Industries. B. H. Clanton, manager of the Clanton Transportation Co., Altus, heads the Class "A" Bus Operators' division.

Directors of the Class "B" Truck Operators' division include H. S. Brimm, secretary of the Red Ball, Inc., Transfer & Storage, Oklahoma City; John P. Porter, president of the Muskogee Transfer & Storage Co., Muskogee; Ford Hotz, vice-president of the Ponca City Transfer & Storage Co., Ponca City; J. R. Couch, manager of the Couch Transfer & Storage Co., Ada, and Joe Hodges, owner of the Hodges Fireproof Warehouses, Tulsa.

Directors of the Class "A" Truck Operators' division include George Emrick, secretary of the Enid Transfer & Storage Co., Enid, and Doane R. Farr, owner of the Clinton Transfer & Storage Co., Clinton.

When you ship goods to a fellow warehouseman—use the Monthly Directory of Warehouses.

Warehouse Safe Deposit Boxes Affected by House Bill to Assess Rentals

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

WHILE the item in the revenue bill now under consideration in the Senate placing a tax of 10 per cent on the rentals of safe deposit boxes is primarily aimed at safe deposit boxes operated by banks, it is entirely probable that some warehouses will be affected.

It is important to note that the tax would apply on any "vault, safe, box or other receptacle, of not more than 40 cubic feet capacity, used for the safe-keeping or storage of jewelry, plate, money, specie, bullion, stocks, bonds, securities, valuable papers of any kind, or other valuable personal property."

Consequently, any warehouse which offers private storage facilities of this nature and collects rental for the facilities would be liable for the tax. The bill places the responsibility for collecting the tax on the person making the collections. It also makes it mandatory for the tax to be paid voluntarily and without assessment or notice, to the collector of internal revenue in the district in which is located the principal office of the person making the rent collection.

If the collector has no principal office, the tax must be paid to the collector of internal revenue at Baltimore. If the tax is not paid when due, the law provides a penalty of one per cent a month from the time the tax becomes due until it is paid. In addition, the general penalties provided for violating the law are applied.

The tax, it should be noted, is not a tax of 10 per cent per year, but 10 per cent of the amount collected for rental of the safe deposit vault. Specifically, the law applies to "the amount collected on or after the 15th day after the date of the enactment of this Act and before July 1, 1934, for the use during such period of any safe-deposit box."

Whether or not the Senate would retain this provision was not known at the time this was written.

Estimates vary as to the amount of revenue which would be derived from the proposed tax. Both the ways and means committee of the House and officials of the Treasury Department estimated \$1,000,000 annually. Lovell H. Parker, chief of staff of the Joint Committee on Internal Revenue Taxation, a Congressional body, estimated \$2,000,000, and Representative Fiorello H. LaGuardia, New York, who suggested the tax as one of the substitutes for the general sales tax, estimated \$5,000,000.

Representative Charles R. Crisp, acting chairman of the House ways and means committee, said it had been impossible to get any satisfactory or accurate estimate of the yield from the tax.

Representative LaGuardia said the only section of the country which had any sort of figures as to the number of safe-deposit boxes was New England.

NEWS

"We took New England as a section and made comparisons with other sections of the country, in respect to the number of banks, the population, and so forth," Mr. LaGuardia said. "In that way we arrived at a figure that there were something in the neighborhood of 9,000,000 boxes in the country. If that figure is anywhere near correct, our estimate is more accurate, I think, than that of the Treasury Department."

From Mr. LaGuardia's remarks it is evident that no thought was given to the possibility of safe deposit vaults being operated by warehousing or storage companies, as he spoke only of banks. Nevertheless, as the item now stands, it unquestionably will apply to warehouses or storage firms which operate safe-deposit vaults for hire.

Definite determination of just what types of safe-deposit vaults will be considered taxable will be made by the Commissioner of Internal Revenue. This determination and regulations governing collection of the tax will not, of course, be made until the bill has become a law.

From the heading of the safe-deposit tax section of the bill it apparently is not the intention of Congress to tax safe-deposit vaults which are not leased out, but in which the common property of a number of persons is kept.

The full text of the safe-deposit tax section of the bill follows:

TAX ON LEASES OF SAFE DEPOSIT BOXES

"(a) There is hereby imposed a tax equivalent to 10 per cent of the amount collected on or after the 15th day after the date of the enactment of this act and before July 1, 1934, for the use during such period of any safe-deposit box, such tax to be paid by the person collecting such amount.

"(b) For the purposes of this section any vault, safe, box, or other receptacle, of not more than 40 cubic feet capacity, used for the safekeeping or storage of jewelry, plate, money, specie, bullion, stocks, bonds, securities, valuable papers of any kind, or other valuable personal property, shall be regarded as a safe-deposit box.

"(c) Every person making any collections specified in subsection (a) shall on or before the last day of each month make a return, under oath, for the preceding month, and pay the tax imposed by subsection (a), to the collector for the district in which is located his principal place of business, or, if he has no principal place of business in the United States, then to the collector at Baltimore, Md. Such returns shall contain such information and be made in such manner as the commissioner, with the approval of the secretary, may by regulations prescribe.

"(d) The tax shall, without assessments by the commissioner or notice from the collector, be due and payable to the collector at the time fixed for filing the return. If the tax is not paid when due, there shall be added as part of the tax interest at the rate of 1 per cent a month from the time the tax became due until paid.

"(e) The provisions (including

Bekins Company in Denver Cuts Its Moving Rates as Policy During Depression

REALIZING the futility of attempting to procure transfer work at 1928 prices and endeavoring to keep up the backbone of its business—storage—the Bekins Moving & Storage Co., Denver, has reduced its moving rates on big vans to the actual cost of operation.

By so doing the Denver firm is able to split fifty-fifty on the moving, but retains its share of packing and storage and in those two sides of the business makes its profit the same as ever.

There are other advantages, too, the company believes, in following this plan. Cutting the price on the vans has enabled the firm to get enough moving business to keep half of the vans on the streets, and vans on the streets are excellent advertising mediums.

Also the men on the trucks are kept working. None of the moving operators has been laid off; no one has suffered a slash in salary. The moving men do not work as many hours as formerly, but had not the rate reduction plan been put into effect many might not now be working at all.

The depreciation of the trucks is being minimized and spread as much as possible. Inasmuch as only half of them are now in operation, use of all of them is alternated so that half of the vans might not be worn out before the other half have turned a wheel.

By maintaining a good volume, the Bekins firm has not found it necessary to reduce storage and packing rates seriously. The workmen's salaries have been kept up and the general hustle and bustle prevails as usual in those two departments.

When good times return, trained, loyal men will be on the job instantly, the firm points out, and its own name, meanwhile kept constantly before the public, can hardly help but benefit from this depression policy.

Orr Company Buys Warehouse to Serve Allegheny County

The Orr Transfer & Distributing Co., Pittsburgh, has purchased a building, containing about 13,000 square feet of floor space, in the shipping district of the city and, operating it as the Simpson Warehouse, Inc., will use it as a distribution center for merchandise intended for Allegheny County.

The Orr organization was recently granted a Public Service Commission certificate to cover a radius of about fifty miles from the downtown district and is now in a position to make deliveries by motor truck to approximately 120 towns in the county for merchandise brokers and pool car shippers.

penalties) of section 1114 of the revenue act of 1926 shall be applicable with respect to the tax imposed by subsection (a)."

—Stephens Rippey.

For Sale

An established household goods storage business. Fireproof warehouse in a large Kentucky city. About \$10,000 cash required. Address Box W-203, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Perdue Heads a New Canton, Ohio, Firm

Canton Storage, Inc., has been organized in Canton, Ohio, with E. M. Perdue, formerly treasurer, manager and operating executive of the Cummins Storage Co., as president, and with G. R. Hostetter as secretary-treasurer.

The new firm has purchased the properties of the Canton Storage Co., until recently in receivership, and has combined it with the Phil. D. Nettro Trucking Co. The properties include the merchandise warehouse at 528 Fourth Street Northeast, and the household goods warehouse at 320 Cherry Avenue Northeast.

The new organization is doing a combination household goods, cold storage and merchandise storage business, local and long distance moving and packing and shipping.

New Columbus Firm

Ohio Warehouses, Inc., has been chartered in Ohio to do a general storage business in Columbus. Capitalization 250 shares of no par value stock.

The new organization has taken over the plant of the Ohio Warehouse Co., which several months ago went into the hands of a receiver. The building is at 544 South Front Street.

William A. Patton is president of Ohio Warehouses, Inc. His two sons, John W. Patton and Lewis D. Patton, are secretary-treasurer and vice-president respectively.

Connelly Breaks Leg

J. W. ("Jack") Connelly, secretary and manager of the Hartford Despatch & Warehouse Co., Inc., Hartford, Conn., is recovering from an accident in which he suffered a leg fracture. The mishap occurred while he was skiing with the firm's president, Edward G. Mooney, at the latter's camp in the Berkshire Mountains in Massachusetts.

Palmer Discusses Tariff

William R. Palmer, secretary and treasurer of The Smedley Company, New Haven, secretary of the Connecticut Warehousemen's Association, was the principal speaker at the March meeting of the New Haven Exchange Club. He discussed the tariff question from the Democratic viewpoint. He is a former Democratic State Senator.

Mr. Palmer's son, Edgar C. Palmer, also identified with the Smedley organization, sang a group of songs, accompanied on the piano by his wife.

Texas Chief Declares Bonded Warehousemen Favor Stronger Laws

BONDED warehousemen in Texas want stronger State laws the better to assure the reliability of bonded warehouses and to more definitely secure warehouse receipts, according to L. L. Shackleford, warehouse division chief, recently returned to Austin after a three-weeks' inspection tour of the State's bonded storage plants. Mr. Shackleford said:

"Warehousemen strongly advocate amendments to make examinations and qualifications of bonded concerns more stringent so that irresponsible warehouses may be eliminated and the bonded warehouse negotiable receipt can be made as secure as a Federal receipt and ones that the banks will not hesitate to accept as collateral. Efforts are under way to standardize the forms.

"Their opinion is that a firm or individual should have not only a moral character back of him but a financial responsibility in order that the public who stores goods may be adequately protected.

"In the face of adverse business conditions at the present time, warehousemen are 'optimistic of that which they may expect of the future.' While many of the bonded warehouses are virtually empty, high standards are being maintained. Approximately 80 per cent of all warehouses in the State are bonded."

Charde Ill

Charles A. Charde, manager of the Seventh Avenue plant of the Manhattan Storage & Warehouse Co., New York City, is recovering from a serious operation. He has been in the New York Hospital.

Secretary-Stenographer

WANTS position. Have been employed in that capacity for five years for a warehouse executive, also taking care of office and written complaints and all correspondence.

Also have the ability of interviewing customers, in person or over 'phone, pertaining to closing either storage or moving contracts. Am single, 25 years of age. Am in position to furnish best references as to ability, character, conscientiousness and other qualifications.

Address Box S-798, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Job Open

WANTED—thoroughly experienced man to take charge of fur cold storage plant.

State yearly salary expected.

Address Box T-899, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Tampa's Municipal Terminal Seeks Higher Storage Rates

If Secretary of War Hurley approves new rates proposed by Tampa's aldermanic board for Tampa's municipal terminal, the warehouse companies operating in the Florida city will have less bothersome competition.

The city's storage rates at the terminal are today lower than those quoted by privately-owned firms. The aldermanic board has proposed to the Secretary of War the following tariffs:

Twenty-two hours free time for both foreign and domestic cargoes.

Storage rates for domestic and coast-wise cargoes to be 20 cents per month for the first five days in excess of free time and 20 cents per ton per day for each additional day.

Storage rates for foreign cargoes to be 20 cents per ton per month for the first 60 days in excess of free time and five cents per day for each day thereafter.

Aiding Charity

The Long Island Storage Warehouses, Inc., Brooklyn, is contributing free use of its trucks in assembling foods and garments collected for the unemployed being benefited by New York City's "Block-Aid" movement.

In Wheeling, W. Va., the Union Warehouse & Storage Co., the Edward Wagner Fireproof Storage Co. and the Wheeling Warehouse & Storage Co. are storing without cost 309,600 pounds of flour which the Wheeling chapter of the National Red Cross is distributing among needy families during April, May and June.

Change of Name

C. B. Prime, owner and operating executive of the Durham Storage Co., Nashville, Tenn., announced on April 4 that the firm's name had been changed to Central Van & Storage Company. The Central does a combination household goods and merchandise business at 517-521 Eighth Avenue South.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

Jury Favors Plaintiff in Suit Against L. K. Smith Charging Damage to Goods

A JURY in Common Pleas Court No. 3, Philadelphia, presided over by Judge Howard A. Davis, after a week's trial recently rendered a verdict for the plaintiff in the sum of \$1,750 in the suit for \$8,560.10 damages for missing and damaged household goods, brought by Mrs. Elsie Maynard Folwell against Leroy K. Smith, trading as the Globe Storage Co. A motion for a new trial followed, but no date for argument thereon had been set, up to the middle of April.

The case is a complicated one, involving numerous points. Mrs. Folwell, member of a prominent Philadelphia family, and once wealthy, in her suit charged the storage company with loss, by damage, of some of her household goods and actual loss of other goods in moving, by the defendant, out of and back into storage, when an auction to sell some of her property for admitted non-payment of her storage bill was not held on the original date set therefor, but some time later. The plaintiff claimed the value of her missing goods was in excess \$8,000, but her entire claim against the storage concern amounted to \$17,000.

The fact that Mrs. Folwell had borrowed \$1,000 from the defendant, and a counter-claim by the defendant in which this sum appears; the claim by the defendant that the plaintiff still owes \$255 instead of the defendant's owing her; the fact that after Mrs. Folwell's suit was started, Leroy K. Smith went through bankruptcy and received his discharge, albeit, her attorney contends, wrongfully, are some of the difficulties presented. Another is that the defendant claims that his schedules, reported to creditors in his discharge from bankruptcy, had freed him from all debts and claims which had existed as of Feb. 24, 1930, when the plaintiff made hers; and still another is the defendant's denial that he is the owner of the Globe Storage Co., but that he acted only as agent for his wife, Adele C. Smith, who, he contends, is the actual owner of the concern.

Thomas B. Hall, counsel for the plaintiff, contended before the Court that notwithstanding Smith's sworn statement he is not the owner, he had already clearly defined himself as owner of the company, located at 4007 Chester Avenue, in his required certification under the law, as of December, 1919.

Attorney Hall has moved to have Mr. Smith's discharge in bankruptcy revoked, because of the conflicting circumstances and statements, contending that the facts as brought out do not entitle Mr. Smith to a discharge, making the point in the petition to revoke that Mr. Smith is only a claimant and that his right to discharge is entirely dependent on the outcome of the suit against him in Common Pleas Court.

Three valuable paintings—two executed by the noted portrait painter, Thomas Sully, and the other done by

NEWS

Inman—figure prominently in the case. They are pictures of ancestors of Mrs. Folwell and possess, it is contended, an actual artistic value entirely aside from and beyond that of any sentimental value set upon them by the plaintiff. These paintings were sent by her to storage, along with other household goods of value, in 1922. It does not make the case any easier when it is stated that, at the time of their first being stored, Mrs. Folwell is not known to have placed any specific value upon them. Another difficult problem is the fact that the plaintiff was unable to get expert testimony as to the value of certain goods, other than portraits, which she claims are missing. Mrs. Folwell did not buy the goods herself, most of them being heirlooms; and she claimed, it was contended, only such value on her paintings and the household furnishings to which she had fallen heir, as a person of culture and wealth might reasonably be allowed.

It was admitted that from 1922, when the goods were first stored, until 1925,

Warehouse for Lease

IN Jamaica, Long Island, N. Y. About 6,000 square feet, with railroad siding.

Also property with an area of about 14,000 square feet and another parcel of approximately 20,000 square feet, with the use of a railroad siding, for lease as is, or will build to suit. Property unrestricted for any business.

Address Box R-697, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Mrs. Folwell had paid no storage on them. Mr. Smith, the defendant, then wrote to her, while she was at her summer home in Atlantic City, that he had unpacked her goods, repacked some of them, charged her for it, and would sell them at auction if she did not pay her storage bill, under his rights by law. This letter proved important, because Mr. Smith, during the trial, denied he had unpacked any of the goods, in answer to a question from counsel for the plaintiff, who then produced the letter over Mr. Smith's signature stating that he had so done.

In 1929, it is alleged, the plaintiff and Mr. Smith agreed that the three paintings mentioned, and certain other articles, be sold at auction, to pay the plaintiff's storage bill. Mrs. Folwell, however, it was contended, expressed her strong desire at the time that the paintings be sent on to New York, an acknowledged art center, to be sold, with an eye to obtaining a better price for them than might be received from a public auction in Philadelphia, under the proposed circumstances. Mr. Smith, it is alleged, disregarded Mrs. Folwell's preference and had them sold at auction by a firm of auctioneers in Philadelphia, where they brought approximately \$2,050, al-

(Concluded on page 51)

Walker Sells His Atlanta Business to George Sebold

ANNOUNCEMENT was made on April 9 by James M. Walker, president of the O. K. Storage & Transfer Co., Memphis, operating household goods warehouses in Memphis, Louisville, New Orleans and Atlanta, that he had sold his entire interest in his Atlanta property, the Walker Storage & Van Co., to George Sebold, for the past several years vice-president, treasurer, manager and operating executive of the Walker organization in the Georgia city. The Atlanta company is a corporation and all the stock is now owned by Mr. Sebold, who was formerly identified with Weimer Storage Co., Elizabeth, N. J., before removing to Atlanta to operate Mr. Walker's unit there.

The Walker name is to be retained by the



George Sebold, Atlanta executive who has purchased local property of James M. Walker

Atlanta corporation for some time to come, according to Mr. Sebold. New directors and officers are yet to be elected.

Tribute by Walker

Mr. Walker in making his announcement said:

"My business for many years has been so scattered that it has been impossible for me to give the various organizations I am interested in the attention they require. I am, therefore, trying to close out my interests in most of the outside businesses with which I am connected.

"I am very fond of George Sebold and think he is one of the finest business getters I have ever seen, and the deal I have made with him does not in any way impair our personal friendship. It is my earnest hope that he will do well with the business and make the success he so well deserves.

The Walker business was established in Atlanta in 1929.

**New York Dock Co.
Earned \$616,335
Net During 1931**

THE New York Dock Company, New York, earned a net income of \$616,334.59 in 1931 in the operation of its properties, including the subsidiary New York Dock Trade Facilities Corporation. This compares with a net income of \$738,572.42 in 1930.

The gross revenues from 1931's operations amounted to \$3,648,034.48, as compared with \$4,184,319.11 in 1930. From warehousing operations came a gross revenue of \$817,202.05 in 1931 as against \$1,209,824.34 in 1930; from operation of piers, \$1,392,204.42 in 1931 as against \$1,504,382.58; from manufacturing and rented buildings, \$1,141,167.83 in 1931 as against \$1,158,645.44 in 1930; other revenues, \$297,460.18 in 1931 as against \$311,466.75 in 1930.

Out of 1931's net earnings, \$616,334.59, dividends of 5 per cent, amounting to \$500,000, have been paid on the preferred stock, leaving a net balance of \$116,334.59. One of these dividends, each 2½ per cent, was paid last August and the other on Feb. 15 of this year.

Surplus on Dec. 31, 1931, totalled \$4,458,293.11, compared with \$4,407,436.22 on Dec. 31, 1931.

The figures are set forth in the report by the president, Grigori Benenson, to the stockholders on April 9. In his report Mr. Benenson noted that "demand for storage warehouse services were further diminished in 1931, principally by reason of the conditions which prevailed in the various commodities markets."

Bockstahler President

Walter Bockstahler was elected president, effective April 1, of the Atlas Freight Dispatch, Inc., 415 Greenwich

Street, New York. Victor Stern has been appointed freight traffic manager, with office at 327 South La Salle Street, Chicago.

The company specializes in L. C. L. transportation and operates a daily consolidated car service.

Exhardt Appointed

Herman Exhardt, Jr., has been made manager of the Columbus office of Grayhound Vans, Inc., with offices at 35 East Gay Street. The organization is affiliated with the Grayhound Bus Lines.

Position Wanted

BY young, intelligent, alert man qualified to take complete charge of a modern household goods warehouse business. Am familiar with the business in all its branches.

Age 30. Single. Prefer New York or New Jersey.

Address Box V-374, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Louisiana May Amend the Warehouse Receipt Act

Among the many bills promised for introduction at the coming session of the Louisiana State Legislature, in May, is one which, sponsored by the Bar Association of Louisiana, would amend and re-enact Sections 20, 40 and 47 of the uniform Act (Act 221 of 1908) relative to warehouse receipts, so as to make them conform in language to the uniform bill of lading Act.

**Kent Company Appeals
Commissioner's Ruling
on Federal Income Tax**

**DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.**

THE Kent Storage Co., Grand Rapids, Mich., has petitioned the U. S. Board of Tax Appeals to set aside a charge of the Commissioner of Internal Revenue that it still owes \$6,713.36 in income tax for 1929.

It is charged in the petition that the Commissioner erred "in failing to allow as a deduction in 1929 a statutory net loss of \$61,030.54 sustained in 1927 and 1928 by the Sanitary Milk Co., an affiliate of the petitioner" and in "overstating the profit on sale of stock of the Sanitary Milk Co. by reason of assigning to said stock a March 1, 1913, value less than its actual fair market value on that date."

The firm reported a net income of \$120,055.89 for 1929 and paid \$13,206.15 in taxes, whereas the Commissioner by adding the \$61,030.54 in the controversy contends that the Kent company should have reported a net income of \$181,086.43 in 1929 and paid \$19,919.51 in taxes.

The Commissioner disallowed the loss on the ground that a consolidated return, within the meaning of Article 41(b) of Regulations 75, was not filed for 1929.

—Robert C. McClellan.

A Nomination

Distribution and Warehousing's editor, Kent B. Stiles, has been nominated as the next president of The Newspaper Club of New York, the membership of which includes magazine editors, newspapermen, authors, column conductors, motion picture writers and publishers.

Inasmuch as there is no opposition ticket his election is scheduled for May 2.

Five Central Western Warehouse Companies Organize Cooperative Freight Service

WAREHOUSE companies in the Twin Cities, Denver and Omaha and a transfer firm in Kansas City have organized, effective March 15, a cooperative freight service, operating as the Central States Forwarding Company, with offices at 306 North Union Avenue, Chicago. O. J. Gabler is manager. The participating firms are:

Ballard Transfer & Storage Co., St. Paul; Duffy Storage & Moving Co., Denver; Kansas City Transfer Co., Kansas City, Mo.; Knowles Storage & Moving Co., Omaha; and Skellet Company, Minneapolis and St. Paul.

As an example of the service offered, the two Twin Cities firms operate daily fast freight from Chicago to Minneapolis and St. Paul with second morning delivery, at rates considerably less than those of the railroads and with store door delivery included in the tariffs. A comparison of the rates from Chicago is appended:

| To Twin Cities: | Class Rates | | | |
|------------------|-------------|------|-----|-----|
| | 1st | 2nd | 3d | 4th |
| Rail rates..... | 1.28 | 1.09 | .90 | .71 |
| C. S. F. C. | 1.03 | .89 | .80 | .71 |
| Saving | .25 | .20 | .10 | .00 |
| To Kansas City: | | | | |
| Rail rates..... | 1.31 | 1.12 | .92 | .73 |
| C. S. F. C. | 1.01 | .92 | .82 | .73 |
| Saving | .30 | .20 | .10 | .00 |

| To Omaha, Neb., and Council Bluffs, Iowa: | 1st | 2nd | 3d | 4th |
|---|------|------|------|------|
| Rail rates..... | 1.40 | 1.19 | .99 | .78 |
| C. S. F. C. | 1.10 | .99 | .89 | .78 |
| Saving | .30 | .20 | .10 | .00 |
| To Denver: | | | | |
| Rail rates..... | 2.40 | 2.04 | 1.69 | 1.33 |
| C. S. F. C. | 2.00 | 1.80 | 1.55 | 1.33 |
| Saving | .40 | .24 | .10 | .00 |

Goods to the Twin Cities, Kansas City, Omaha and Council Bluffs are not subject to any carload rating. Goods to Denver are subject to fourth class and lower carload rating. West-bound shipments should be specified for routing via the Central States organization at the Chicago address. All commodities regardless of carload rating are accepted with but few restrictions, such as perishable goods, livestock, etc. The rates, subject to cancellation by the railroads, apply on all commodities except those restricted by the railroad commodity tariff, and rates on extra light and bulky articles are quoted on request. All shipments must be packed according to railroad classification. As stated, the foregoing rates include store door delivery. They include also a 2-cent emergency surcharge. Minimum charge, \$1.

It is announced by Mr. Gabler that the service will be increased from time to time to take in Des Moines and other points.

Nutting Announces a "Free Wheeling" Tire

USERS of industrial trucks, trailers and casters are being offered a new type of rubber tire which the manufacturer, the Nutting Truck Company, Faribault, Minn., guarantees "to roll as easy as any other type wheels and to last much longer than the ordinary rubber tires now available." The newcomer is called the "Free Wheeling" tire, and Nutting sets forth these nine features:

"Stops wear and tear on floors. Reduces noise. Lowers depreciation. Reduces power consumption. Eliminates



breakage claims. Promotes safety. Stops delays and tieups. Reduces handling costs. Increases handling speed."

The tire is made of "free wheeling" rubber and has a hard rubber base impregnated with cord fabric, as in the carcass of automobile's pneumatic tire. It is available in many sizes to fit virtually all existing 2-wheel and 4-wheel trucks, trailers, casters and lift trucks.

Freeman Quaddrive

The Freeman Quaddrive Corporation, manufacturers of the Freeman 4-wheel

drive truck, is removing from Detroit to Pontiac, where it will establish a factory and expects to go into production there within ninety days.

The corporation is based on reorganization of the old Freeman Truck Co. Major Maurice Bollstrom is president of the Freeman Quaddrive.

Warehouse Executive Available

EXPERIENCE in successful motor truck promotion and management on large scale. Background of general railroad transportation and distribution experience.

Seeking connection with either household goods or merchandise warehouse, particularly with opportunity to develop the trucking angle of warehouse distribution service.

Address Box X-304, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Wittichen Honored

Carl F. Wittichen, president of the Wittichen Transfer & Warehouse Co., Birmingham, Ala., has again been elected president of the Boys' Club of Birmingham. This is his third consecutive term. He has long been interested in boy welfare work.

Official Family of Security Storage Co., Washington, D. C.

Left to right, Paul Alvey, assistant secretary; Harry L. Clayton, manager cold storage department; Charles P. Ravenburg, secretary; Clarence A. Aspinwall, president; Frederick A. Ray, superintendent; Helen Harrison, assistant treasurer; Charles W. Pimper, vice-president and treasurer.

Jury Favors Plaintiff in Suit Against L. K. Smith Charging Damage to Goods

(Concluded from page 49)

though they had been valued by the plaintiff at more than \$8,000.

Prior to the sale of the pictures at auction, Mrs. Folwell took out a bond of the Fidelity and Deposit Company of Maryland, bonding her to Leroy K. Smith, trading as "Globe Storage Warehouse," in the sum of \$510. It was on April 9, 1929, when the plaintiff signed the bond. It acknowledged "principal indebtedness to oblige [defendant's name] in the sum of \$2,059.52 for storage, warehouse and other charges. Auctioneer, Samuel T. Freeman Co., to be sold on April 10, 1929, to repay."

After the pictures had been sent to the auction rooms, according to plaintiff's counsel, by reason of some negotiations they and the other goods were returned to storage, because of no sale taking place on the date mentioned. After a few weeks they were again sent out of storage to the auction rooms, where they were sold, under a like agreement. Certain valuable chinaware, among which was a set of Lowestoft, was sent in open barrels, it is alleged, mixed in with heavy kitchenware and other utensils, "instead of being properly packed."

Mrs. Folwell, in March of 1929, prior to her later agreement to have the pictures and certain goods with them auctioned off, had brought a bill in equity in Common Pleas Court No. 5, seeking to restrain the sale of the paintings and personal property, but this bill was dismissed. She was expected, under the arrangement with Mr. Smith, it is alleged, to pay the difference if the three pictures did not bring at the auction a sum sufficient to pay the amount due on her storage bill.

According to allegations by Mrs. Folwell's counsel, some goods missed among the plaintiff's belongings were returned, their value being between \$3,000 and \$4,000, and it is also alleged that some of her goods she claimed were missing were later found in antique shops; but that Mr. Smith did not deny having sold some of the goods under his legal rights, to make good on her non-payment of storage charges. It is also alleged that Mr. Smith admitted he did not account to Mrs. Folwell for the sale of goods thus disposed of. While the three paintings, as mentioned, brought approximately \$2,050 at auction, Mr. Smith claimed that it would take \$2,305, or \$255 additional, to settle their difference, so that he would deliver to Mrs. Folwell her remaining goods, and he set up that he is still entitled to this \$255.

Louisville Blaze

Fire on April 14 destroyed 1,300 sacks of sugar, valued at \$7,200, in a warehouse of the Rosenberger Warehouse & Storage Co. at 1601 North Western Park, Louisville. The loss was covered by insurance.

I. C. C. Decision on Sugar Tariffs Should Benefit Warehousing

(Continued from page 27)

Commission finally concluded the cost of performing the sugar storage service could not be accurately determined from the record in the case.

The Commission referred to its decision in Inland Waterways Corp. vs. Alabama Great Southern, 151 I. C. C. 126, wherein it condemned absolutely free storage of sugar by the barge line and declared no justification existed for any differential in barge-rail rates which were coupled with the privilege of free storage in transit.

Reference also was made by the Commission to the now famous reversal of testimony of a witness for the barge line, who originally told the Commission the facilities at Birmingport and Holt would be virtually useless but for the sugar traffic and in a later proceeding declared the facilities were not built with the intent to provide for the storage of sugar, but to take care of future needs and that their use for sugar storage was merely incidental.

"The same witness a few years ago testified to the effect that when the warehouses were built it was the purpose of the barge line to provide for the storage of sugar and that unless the transit arrangement on sugar was permitted to stand the warehouses would be of practically no value," the Commission said. "The witness now explains the plans were changed. The cost of each of the facilities was reduced by \$25,000.

"The importance placed by the barge line on this traffic indicates that the facilities were built with a view of using them in part for the storage of sugar. It is clear that these cost figures do not represent the total cost to the barge line of the storage, but merely cover the wages paid the men who perform the work of moving the sugar from the storage piles to the cars. The total cost of performing this service cannot be accurately determined from the record."

Previously the Commission had referred to the barge line's figures, showing that the cost of handling sugar from the storage piles to the cars at Birmingport was 15.8 cents per ton, and that at Holt 16.5 cents, and the line's contention that its charge of 25 cents per ton for storage yields "something more than the expense incident to the transit arrangement." In connection with the figures, the Commission pointed out they did not include anything for interest on investment, maintenance, indirect supervision or other overhead expense.

Speaking of the alleged disadvantages in shipping by barge, the Commission said:

"Protestants contend that the slow movement by barge to the storage points is a handicap to sugar accorded storage, as the shipper is unable to take advantage of a rise in the market or protect

itself in a declining market and is out about one and a fraction cents per 100 pounds in interest on the money value of the sugar.

"Fluctuations in the value of sugar are in units of 10 cents per 100 pounds. In addition to the slow movement, further delay is caused by the fact that barges are forwarded only twice a week. The barge line will not place a barge at a shipper's wharf for less than 300 tons of sugar, although its tariffs provide a minimum of 50 tons. In order to ship in less than 300-ton lots it is necessary for the shipper to tender the traffic at the barge line's pier. As this involves additional expense to the shipper, sugar is not shipped in less than barge loads.

"When moving by barge, sugar is subject to more handling than when moving all-rail, and concealed damage for which shippers do not receive compensation, as well as other damage to the sugar and packages, is more likely to develop. The shipper also has to pay for insurance on the sugar during the period of storage, at the rate of 1.5 cents per 100 pounds per 30 days."

After reciting the disadvantages of shipping sugar by the barge line, the Commission concluded:

"While it is clear that these handicaps justify differential rates on continuous shipments, moving through the interchange ports without storage, the conditions referred to are less serious when viewed in connection with sugar stored in transit. Under the barge line arrangement a refiner at New Orleans or Mobile may ship solid barges of sugar, retaining ownership therein, utilizing the time in transit to make sales. Upon arrival at the port of interchange any sugar remaining unsold may be placed in storage for future sale. On the sugar placed in storage the shipper has had the advantage of free storage during the water movement, an average of about 14.1 days.

"Upon consideration of all of the evidence we are of the opinion that the storage in transit arrangement offsets the disadvantages incident to the water movement and that there is no justification for any differential in the barge-rail rates on sugar which is accorded storage at the interchange ports."

Turning to a discussion of Docket 23836, which does not involve the sugar storage principle insofar as it affects warehousemen, the Commission said the lower barge-rail rates on sugar from New Orleans and Mobile did not prejudice Savannah, and dismissed the case.

In its petition for postponement of the effective date of the Commission's order, the Inland Waterways Corporation said Division 2 of the Commission had erred in the following particulars:

"1. In forcing upon the barge line increased rates which will deprive it of an extraordinarily large portion of the most valuable tonnage from an economic, operating and revenue standpoint, which the barge line has.

"2. In reversing a previous decision of

(Concluded on page 54)

New York Van Employees Accept 10% Wage Slash Subject to Arbitration

AS announced briefly in the April *Distribution and Warehousing*, the wage dispute between approximately 180 warehouse and van owners and their union drivers and helpers—a controversy which had been in progress since about the first of the year—was settled late in March.

Under the new agreement the employees have taken a 10 per cent reduction in wages under the wage scale which expired on Dec. 31, 1931, but the 1931 wage scale is to be left to arbitration. The settlement was reached at conferences between a union committee and an employers' committee, the latter chairmanned by William T. Bostwick, who is secretary of the New York Furniture Warehousemen's Association.

The employers, members of either the New York F. W. A. or the Van Owners' Association of Greater New York, or of both, originally sought to reduce wages by 15 per cent. The men refused to take the cut, and the employers then suggested arbitration. This also was refused, and in January the employers virtually closed down their plants, as far as local moving was concerned, after the union had called strikes on two of the warehouse firms.

The men who returned to work late in March did so at 10 per cent lower wages, subject to the arbitration provision of the settlement agreement. This provision calls for creating an arbitration board of three—one man representing the union, another the employers, and a third the public. William R. Wood, recently reelected president of the Van Owners' Association, has been designated as the employers' representative. Mr. Wood indicated on April 13 that it might be another month before arbitration got under way.

A Watch for Bostwick

The board of directors of the New York F. W. A. presented Mr. Bostwick with a wrist watch in appreciation of his work as chairman of the employers' general committee. The presentation was made at the association's April meeting by Charles D. Morgan, chairman of the board.

New Ownership

Lewis R. Donelson and Stewart M. Poston, partners in the Memphis brokerage firm of Donelson & Poston, and A. E. Gibson, manager of the Commercial Storage & Warehouse Co. of Memphis, have purchased and will operate the Commercial firm.

Mr. Donelson is president under the reorganization, and Mr. Poston is vice-president. Mr. Gibson, now secretary and treasurer, will continue as manager.

Established in 1929, the Commercial operates a combination merchandise and cold storage business.

**New Incorporations
as Announced Within
the Storage Industry**

California

HOLLYWOOD—Hollywood Movers & Shippers (organized), 1117 North Fairfax Avenue, Los Angeles. Hollywood Freight Forwarding & Shipping Co. (organized), same address. W. A. Barnes, 9009 Keith Avenue, West Hollywood, heads the interests.

Long Beach—Zimmerman Brothers Transfer & Storage Co. has been organized with a capital of \$50,000 to take over and succeed Zimmerman Bros. L. H. Zimmerman and Albert Zimmerman head the new interests.

Los Angeles—Advance Van & Storage Co. has filed notice of organization to continue company of same name at 829-831 West 11th Street. M. M. Page heads the interests.

Vernon—Pioneer Refrigerating & Warehouse Co. Cold and dry storage warehousing. Capital, \$1,000,000. Incorporators, Ernest F. Robert and Stanley J. LaPorte, Los Angeles, and Guy S. Lamoreaux, Glendale.

Illinois

Chicago—Automotive Warehousing Corporation, 2335 South Michigan Avenue. Automobile warehouse service. Capital, \$10,000. Incorporators, Earl A. Russell, Harold S. Russell and Edgar A. Russell. Representative, Noble W. Lee, 38 South Dearborn Street.

Chicago—Lincoln Express & Freight Lines, Inc. Capital, \$10,000. To take over and operate the Lincoln Express & Freight Lines Co. at 1336 Rawson Street. Principal incorporators, Arthur K. Enzmann and James A. Harris.

Chicago—Wisconsin Motor Freight Co., 1314 Fulton Street. To operate motor freight line to Wisconsin points. Capital, 150 shares of no par value stock. Incorporators, Harry N. Hershinow, Joseph Brelow and Daniel O. Martin.

Indiana

Evansville—Rail and River Terminal Corporation. To operate terminals for transportation and distribution of freight. Capital stock, 50 shares of no par value. Incorporators, C. A. Humphrey, A. Holzgraf and K. L. Oskins.

Indianapolis—Indianapolis Truck Depot, Inc. To operate freight truck depots. Capital stock, 1000 shares of no par value. Incorporators, O. N. Hesler, Charles N. Burnside and Elmer Wellbacher.

Indianapolis—N. Clyde May Fireproof Storage Company, Inc. Capital stock, 1000 shares, no par value. Incorporators, N. Clyde May, Jessie May and Vance Z. May.

Indianapolis—Railway Express Motor Transport, Inc. Capital, \$10,000. Incorporators, H. B. Calkins, Paul N. Rowe and G. R. Redding.

Indianapolis—Transcontinental Highway Transport Corporation. Capital stock, 1000 shares of no par value. In-

corporators, Fred Goss, Maude Goss and R. L. Monck.

Kentucky

Louisville—J. C. Fisel Transfer Co. Capitalization, \$100,000. Incorporators, J. C. Fisel, Irma M. Fisel and Irvin W. Imhof.

Louisville—White Motor Freight Line, Inc. Capital, \$15,000. Incorporators, Frank Jellison, W. W. Holselaw, Jr., and E. A. LaCombe.

Maryland

Baltimore—Western Shore Freight Line, Inc., 800 Baltimore Life Building. Motor freight. Capital not stated. Principal incorporator, George R. Coleburn.

Massachusetts

Boston—Columbia Furniture & Storage Co. Storage warehouse and van service. Capital, \$100,000. Incorporators, Barney Fagelman, 594 Harvard Street, Dorchester, president, and Harry Rosin.

Leominster—Fitchburg Motor Dispatch, Inc. Motor freight and express. Capital, \$10,000. Alphonse Morin is president; and Max Hertel, New Fitchburg Road, West Townsend, is treasurer.

Michigan

Detroit—Bagriek Co., Ford Building. Cold storage warehouse and trucking. Capital, 375 shares of no par value stock. Incorporators, F. B. Hosmer and James K. Watkin. Mr. Watson is Detroit's police commissioner.

St. Joseph—Twin City Terminal & Dock Corporation. Warehouse and freight terminal. Capital, 8000 shares of no par value stock. Incorporators, J. S. Lindenfeld and H. B. Ross, Benton Harbor, and N. F. Lahr, St. Joseph.

New York

Brooklyn—C. & F. Transfer Co., Inc. Capital, \$10,000. Incorporators, William J. Cowdrick, Daniel J. Fitzpatrick and J. D. Cowdrick. Representative, Louis Rifkin, 570 Seventh Avenue, Manhattan.

Buffalo—Officers of the Patchell Forwarding Co., Erie County Bank Building, have organized the Patchell Forwarding & Jobbing Co., with capital of 200 shares of no par value stock. J. Charles Patchell and Cortes V. Simonds head the interests.

New York City—A. B. C. Warehouse & Cold Storage Corp. Capitalization, \$20,000. Representative, L. Hallie, 152 West 42nd Street.

New York City—Church Freight Service, Inc. Motor freight. Capital, 3000 shares of no par value stock. Incorporators, Kenneth R. Gregory and Frank C. Taylor.

New York City—Franklin Warehouse Co., Inc. Storage warehouse and trucking. Capital, 200 shares of no par value stock. Incorporators, Sidney Squire, Arthur S. Cowen and Thomas F. Kiely, 7814 89th Avenue, Woodhaven.

New York City—Mutual Transport Co., Inc. General warehousing and transfer service. Capital, 50 shares of

(Concluded on page 55)

**Construction
Developments
Purchases, Etc.**

California

HOLLYWOOD—Hollywood Storage Co., Inc., has appointed H. Charles Sieck, Inc., Los Angeles, to handle its advertising account.

Huntington Park—Central Ice & Cold Storage Co., 2456 Cudahy Street, has filed plans for a 1-story cold storage warehouse addition, 40 by 53 feet.

Marysville—Marysville Ice & Cold Storage Co. has approved plans for a \$35,000 warehouse unit at Ninth and A Streets.

Connecticut

Hartford—Roger Sherman Transfer Co. occupied its new garage and office quarters at 469 Connecticut Boulevard, East Hartford, on April 1. The addition is a 1-story brick structure, 60 by 100 feet.

Mystic—Mystic Ice Co. has approved plans for a \$45,000 1-story cold storage warehouse and ice plant.

New Haven—Hygienic Ice Co., 881 State Street, has authorized construction of a 1-story cold storage warehouse and ice plant, 60 by 77 feet, at 84 Elm Street, West Haven.

Georgia

Austell—Southern Ice Co., Marietta, has plans for a \$30,000 1-story cold storage warehouse and ice plant.

Indiana

Lebanon—Henderson & Campbell Transfer Co. has established offices and storage space at 214 West Washington Street.

Louisiana

New Orleans—Douglas Public Service Corp., Inc., has become affiliated with the Aero-Mayflower Transit Co.

Massachusetts

Boston—Boston Wharf Co. has filed plans for rebuilding, at a cost of \$100,000, its Congress Street plant recently wrecked by fire.

Boston—Quincy Market Cold Storage & Warehouse Co. has plans for extensions and improvements to cost \$35,000.

Leominster—Leominster Ice Co., 229 Pleasant Street, has filed plans for a \$40,000 1-story cold storage warehouse and ice plant.

Northampton—Norwood Ice Co. has filed plans for a \$45,000 2-story addition to its cold storage warehouse and ice plant.

Michigan

Grand Rapids—Reliable Cartage Co. has revised plans for a \$70,000 warehouse with facilities for motor trucks and repair service.

Kalamazoo—Federal Ice Co., Niles, has plans for a \$90,000 cold storage warehouse.

Paw Paw—Federal Ice Co., Niles, has plans for a \$40,000 cold storage warehouse.

(Concluded on page 55)

I. C. C. Decision on Sugar Tariffs Should Benefit Warehousing

(Concluded from page 52)

Division 2, then composed of Commissioners Campbell, McManamy and Brainerd, in *Sugar Stored in Transit*, 146 I. C. C. 382, which dealt with the same rates and service, without pointing to any differentiating circumstance as between this case and the one just cited.

"3. In ignoring the right of the shipping public to enjoy an economical and proper method for the distribution and transportation of sugar available for shipment via barge-rail routes at rates and charges which the barge line is willing and anxious to maintain.

"4. In making a finding which, in effect, is the equivalent of prescribing minimum rates via barge-rail routes, despite the fact that Congress has expressly withheld from the Commission the power to prescribe such rates.

"5. In permitting connecting rail carriers to dictate the quantum of service and the measure of the charges to be assessed therefor, in connection with a transit privilege maintained by the barge line, which is contrary to the principles announced by the Supreme Court of the United States in *Central Railroad Co. v. United States*, 257 U. S. 247, the so-called creosoting case.

"6. In finding that the storage-in-transit arrangement maintained by the barge line offsets the disadvantages incident to water movement, that finding not being supported by the evidence.

"7. In announcing the principle that differentials maintained over barge-rail routes shall be controlled by the matter of relative service to the exclusion of all other factors."

Taking up the question of cost of the sugar storage service, the barge line petition calls attention to the Commission's finding that the average charge received on transit sugar at Birmingport during 1930 was 3.5 cents per 100 pounds, or 63 cents per ton. As the cost of performing the service was only 15.8 cents, the barge line contends, there is left a balance of 47.2 cents per ton left to cover possible overhead.

"It is difficult to believe that overhead costs are three times the direct costs," the petition says.

In so far as sugar transported over barge-rail routes is concerned, said the barge line petition, it cannot make the slightest difference to any rail carrier whether or not the sugar is stored in transit, because the rail carrier renders the same service and receives the same division on transit as on non-transit sugar.

The barge line protested against the Commission's finding that the handicaps of shipping sugar by barge are equalized by the advantage of free storage while the shipment is on the water.

"Shippers of sugar are not in the business of storing sugar, whether storage space is free or is paid for," the

petition says. "They are in the business of merchandising the sugar. The fact that sugar during transportation is 'frozen' stock is a handicap rather than an advantage to the shipper, even though while so frozen no warehouse charges need be paid thereon.

"Having in mind that this so-called free storage during transportation is the single concrete advantage to the shipper to which Division 2 points, it should be noted that the finding of the Division is equivalent to saying that this so-called advantage is worth 7 or 8 cents per 100 pounds (the amount of the differential) to the shipper.

"We respectfully submit that no such conclusion can be drawn from the record, and that the finding of Division 2, quoted above, is not supported by, but is in fact contrary to, the evidence in this case."

OBITUARY

F. N. Bates

Frederick N. Bates, superintendent of the cold storage department of the Consolidated Gas, Electric Light & Power Co. of Baltimore, and a member of the Association of Refrigerated Warehouses, a division of the American Warehousemen's Association, died on March 22.

Nationally known in the refrigeration industry and for many years prominent in the activities of the A. W. A., Mr. Bates was born in Janesville, Wis., on March 7, 1876. From 1926 to 1930 he was president and general manager of the Merchants Cold Storage Co., Minneapolis. He served as a captain in the Quartermaster's Corp., U. S. A., during the World War.

E. G. Skinner

Egan G. Skinner, president of the Skinner Brothers Transfer & Storage Co., Atlanta, died on April 8 from a heart attack. He had been in ill health for some time.

C. W. Warner

C. W. Warner, a Boston pioneer in long distance furniture moving, died at his residence in Brighton, Mass., on March 20, in his sixty-second year. Born in Nova Scotia, he went to Boston as a young man and entered the household goods shipping business with an equipment of horse-drawn trucks. In 1905 he motorized his fleet and began removing goods to Chicago, Detroit and other distant points.

J. R. Williams

J. Ray Williams, secretary and treasurer of the Commercial Warehouse Co., Oklahoma City, died on Feb. 19. He was a member of the merchandise division of the American Warehousemen's Association.

Could Posts and Shingles Be Agricultural Products?

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

LYING in the dusty files of the Senate Committee on Agriculture and Forestry is a bill which, by the magic power sometimes assumed by Congress, would make a warehouse out of every barnyard in the land and would convert such things as piling, posts, plywood and shingles—heretofore regarded solely as lumber—into agricultural products.

The bill (S. 3955) was introduced last March by Senator Charles L. McNary, of Oregon, chairman of the committee, at the request of lumber men of his State who wished to have their industry receive the benefits of the Federal Warehouse Act. No hearings have been held on the measure, and it is regarded as unlikely that anything will be done with it.

Under the bill the term warehouse would be deemed to mean "every building, structure, or other protected inclosure in which any agricultural product is or may be stored for interstate or foreign commerce, or, if located within any place under the exclusive jurisdiction of the United States, in which any agricultural product is or may be stored."

After this very liberal definition of a warehouse, the bill goes on with an even more liberal interpretation of an agricultural product, namely, "logs, lumber and lumber products, including piling, poles, posts, pulpwood, plywood and shingles."

The measure further defines a warehouseman as "a person lawfully engaged in the business of storing agricultural products."

—Stephens Rippey.

Buffalo Haulers Protest Registration Fee Statute

ANNOUNCEMENT is made by Cyril P. Garvey, president of the Buffalo Freight Haulers Association, Inc., that the directors have voted to get legal advice as to the constitutionality of New York State's new law which increases 65 per cent the registration fee for commercial motor vehicles.

The association holds that the law is discriminatory, inasmuch as it permits trucks from other States to enter New York without being subject to the tax. The directors voted to seek an injunction, if necessary, and to seek the support of allied industries.

W. H. Brown, the association's secretary, writes to *Distribution and Warehousing*:

"It is our intention if possible to enlist the motor truck owners of the State and have them assert their opposition to Governor Roosevelt as a candidate for President, even so far as to use their trucks to advertise the fact. We think Governor Roosevelt's actions will be the same as President as it has been as Governor."

**Construction
Developments
Purchases, Etc.**

(Concluded from page 53)

Mississippi

Jackson—Ricks Storage Co. has become affiliated with the Aero-Mayflower Transit Co.

Missouri

Kansas City—Kansas City Terminal Railway Co., has awarded a contract for construction of a \$200,000 1-story terminal, 60 by 375 feet.

New Jersey

Newark—Public Warehouse Corporation, 60 Park Place, recently organized with a capital of \$25,000, has purchased 2-story warehouse on site, 75 by 200 feet, at 234-248 Golden Street, and will occupy structure.

New York

Frankfort—Herkimer Warehouse Corporation has filed notice of company dissolution under State laws.

New York City—Liberty Carloading & Distributing Corporation has filed notice of change of company name to Liberty Forwarding & Distributing Corporation.

North Carolina

Charlotte—Union Storage & Warehouse Co. has awarded a general contract for construction of a \$40,000 3-story warehouse at 1008 West Morehead Street.

Ohio

Cleveland—Harbor Moving & Storage, Inc., for fifteen years located at West 98th Street and Denison Avenue, has removed to 4431 State Road.

Elyria—Red Arrow Trucking & Storage Co. has purchased the Eldred-Highgate building on East Avenue and is reconstructing it into a modern warehouse. The building will provide about 10,000 square feet of floor space.

Oklahoma

Enid—General Warehousing Corporation, recently organized as an interest of the General Development & Shares Corporation, has awarded a general contract for construction of a \$340,000 initial unit, two stories high, 140 by 260 feet, with foundations for three additional stories, later construction to cost \$115,000.

Oklahoma City—J. B. Landers, 233 Commerce Exchange Building, and associates are organizing a company to construct and operate a combination dry and cold storage warehouse and freight terminal. It is purposed to build a \$750,000 8-story and basement unit, 200 by 600 feet.

Oklmulgee—Independent Ice & Refrigerating Co., recently formed with a capital of \$30,000, will take over and expand the Independent Ice Co., Okmulgee Avenue. A building has been leased which will be equipped as a cold storage warehouse and ice plant. Everett Gragard, Jr., heads the interests.

NEWS

Pennsylvania

Philadelphia—Star Transport Co., 1249 South 33rd Street, operating a trucking and hauling business, has leased 4000 square feet of floor space in warehouse at Delaware Avenue and Tasker Street for warehouse service.

Pittsburgh—Baltimore & Ohio Railroad Co. has awarded a general contract for construction of an \$85,000 3-story warehouse and storage building, 84 by 890 feet.

Tennessee

Knoxville—B. T. Ice Co., University and Western Avenues, is building a \$50,000 1-story cold storage warehouse and ice plant, 36 by 140 feet.

Texas

Dallas—United States Cold Storage Corp., Chicago, has leased portion of terminal warehouse of Santa Fe Railway Co., Dallas, for branch cold storage

Job Wanted

BY an experienced long distance van driver. New York or South preferred.

Have been driving van ten years in New England territory with occasional trip to Washington. With present employers eight years. Am 26 years old; married.

Can give satisfactory references.

Address Box V-102, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

warehouse and will equip and occupy at an early date. Options have been taken on additional space to triple capacity in the future.

Houston—Texas Port City Storage & Transfer Co., Inc., has been purchased by W. W. Fondron, Jr., vice-president of the Humble Oil & Refining Co. Mr. Fondron is the warehouse firm's president.

Houston—Texas Warehouse Co. is remodelling one of its storage buildings at a cost of about \$5,000.

McKinley—Industrial Committee, F. Dudley Perkins, chairman, of local Chamber of Commerce heads a project to construct a cold storage warehouse for produce service.

Marlin—Marlin Ice & Cold Storage Co. has plans for a \$30,000 1-story cold storage warehouse and ice plant, 50 by 70 feet.

Virginia

Norfolk—Bell Storage Co. has become affiliated with the Aero-Mayflower Transit Co.

Leicht Honored

Raymond M. Leicht, secretary of the Leicht Transfer & Storage Co., Green Bay, Wis., has been elected president of the Green Bay Junior Chamber of Commerce, of which he is a charter member.

**New Incorporations
as Announced Within
the Storage Industry**

(Concluded from page 53)

no par value stock. Incorporators, Edwin G. O'Brien, Michael Moran and Milton Gottdiener. Representative, Louis J. Lifschitz, 1441 Broadway.

New York City—M. L. Rose Moving Co., Bronx. Capital, \$10,000. Incorporators, David Sokolsky, Sidney Mendelson and Solomon Lerner. Representative, Frank Brumberg, 570 Seventh Avenue, Manhattan.

New York City—Nation-Wide System, Inc. Storage warehouse and van service. Capital, \$20,000. Incorporators, Humphrey J. Monahan, Victor Santini and Frederick K. Yung, 525 West 156th Street. Victor Santini is identified with A. Santini & Sons, Inc., operating Jerome Storage Co. and Dayton Storage Co., Inc.

North Carolina

Henderson—Henderson Ice Co. Cold storage warehouse and ice plant. Capital not stated. Incorporators, George A. Harris and D. S. Bryant.

Ohio

Cleveland—United Freight Service, Inc. Freight transfer and express. Capital, 1000 shares of no par value stock. Incorporators, V. W. Miller, A. G. Torrey and C. J. Coleman, 537 Leader Building.

Oklahoma

Oklahoma City—Tri-State Trucking Co. Motor freight and trucking. Capital, \$25,000. Principal incorporator, J. F. Gailloux, 727 N. E. 19th Street.

Texas

Dallas—Southwestern Compress & Warehouse Association. To operate on cooperative basis. No capital stock. Incorporators, B. L. Anderson, A. L. Reed and Stanton Brown.

Virginia

Danville—Ice Delivery Service, Inc. Cold storage warehouse and ice plant. Capital, \$50,000. Principal incorporator, E. C. Tudor, Roanoke.

**Coughlin Resigns
from Lee Company**

James H. Coughlin, for the past fourteen years with Lee Brothers, Inc., New York City, resigned as manager of that firm on March 23. He resigned also as president of the New York Furniture Warehousemen's Association, which in January had reelected him. Formerly with the Cudahy Packing Co., New England territory, Mr. Coughlin had served recently as president of the Van Owners' Association of Greater New York.

Henry J. Schlobin, who was comptroller of the Lee organization, has been appointed general manager. Roswell B. Milligan succeeds Mr. Schlobin as comptroller; Mr. Milligan's father, Ernest H. Milligan, is vice-president of the Lee company.

WHERE TO BUY

Every warehouseman is interested in the new products offered for use in his business and warehousemen may look to this department to bring before them all things that are made for special or general use in the industry.

The manufacturers of every product contained in this department are making a direct and honest appeal to you

for your attention. We, the publishers, recommend them and what they make to you.

We would appreciate your remembering to mention DISTRIBUTION AND WAREHOUSING in writing to them because it is through this co-operation that we can better serve you individually and the industry at large.

ALARMS, FIRE

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.
Ludlow Automatic Fire Alarm Co.; 128 E. Sixth St., Cincinnati, Ohio.

Shop of Siebert; 614-16-18 Southard Ave., Toledo, Ohio.
Taekens Bros.; 1015 Harrison St., Flint, Mich.
Whitfield & Sons, Penn Yan, N. Y.
Wiedman Body Co., Geo.; North Tonawanda, N. Y.
Woerber Car & Mfg. Co.; 1346 Eleventh St., Denver, Colo.

BASKETS, WAREHOUSE

(See Boxes, Moving)

BODIES, VANS

Albert, John; 116-122 Sixth Ave., Long Island City, N. Y.
American Car & Foundry Co.; 30 Church St., New York, N. Y.
Ario & Rossman Metal Body Corp.; 426 De Witt Ave., Brooklyn, N. Y.
Bender Body Company; West 62nd and Denison Ave., Cleveland, Ohio.
Burch Body Co.; Rockford, Mich.
Caley & Nash, Inc.; 1828 East Ave., Rochester, N. Y.
Clayson-Lorenz Co.; 4048 West Chicago Ave., Chicago, Ill.
Cook Wagon Wks., Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Delphi Wagon Wks.; 313-25 So. Washington St., Delphi, Indiana.
De Rosa Co., Inc., Frank; Fowler, Van Nest and Bogart Aves., New York, N. Y.
Donigan & Nielsen, 743-747 Third Ave., Brooklyn, N. Y.
Ever-Ready Van Body Corp.; 1429 Metropolitan Ave., Brooklyn, N. Y.
Fitzgibbon & Crisp, Inc.; Trenton, N. J.
Geratenslager Co.; Wooster, Ohio.
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 120 So. La Salle St., Chicago, Ill.
Hulet Top & Body Co.; 576 Garfield, Detroit, Mich.
Kneuer & Sons, Inc., M. J.; 126 Van Buren St., Newark, N. J.
Maday, M.; 1756 Genesee St., Buffalo, N. Y.
Met-L-Wood Corp.; 6752 W. 65th St., Chicago, Ill.
Metzger & Sons Co., J.; 158-164 E. Grand Ave., Chicago, Ill.
Millsbaugh & Irish Corp.; 1450 E. 19th St., Indianapolis, Ind.
Monday, A. J.; 321 Fourth, Milwaukee, Wis.
Niagara Body Company; Buffalo, N. Y.
Proctor-Keefe Company; 7741 Dix Ave., Detroit, Mich.
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.
Scholl & Son, Anton; 380 Flushing Ave., Brooklyn, N. Y.
Shaver Carriage & Auto Co.; cor. E. Locust and 3rd Sts., Des Moines, Iowa.

Acme Basket Mfg. Co.; 418 No. Franklin St., Baltimore, Md.
Anderson Box & Basket Co.; Audubon District, Henderson, Ky.
Backus, Jr., & Son, A.; Dept. 5, Trumbull and Fort St., Detroit, Mich.
Ballou & Son, M. E.; 30 River St., Becket, Mass.
Bryant, John T.; Springfield, Ohio.
Day Basket Works, E. T. B.; Northeast, Md.
Diamond State Fibre Co.; East Bridgeport, Pa.
Eastern States Package Co.; Penn Yan, N. Y.
Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.
National Vulcanized Fibre Co.; East Wilmington, Del.
Philadelphia Paper Mfg. Co.; Nixon & Fountain Sts., Philadelphia, Pa.
Portland Basket & Handle Co.; 1321 Macadam St., Portland, Ore.

BOXES, MOVING

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland, Ohio. (strapping only)
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.
Griplock, Inc.; 19 West 44th St., New York City.
Harvey Spring & Forging Co.; Racine, Wis.
Robertson Steel & Iron Co., W. F.; Elm & Second Sts., Cincinnati, Ohio.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

BOX STRAPPING (MACHINES AND SUPPLIES)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland, Ohio. (strapping only)
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.
Griplock, Inc.; 19 West 44th St., New York City.
Harvey Spring & Forging Co.; Racine, Wis.
Robertson Steel & Iron Co., W. F.; Elm & Second Sts., Cincinnati, Ohio.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)
Kent Co., Inc.; 542 Dominic St., Rome, N. Y. (Shampooing equipment)
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. and Columbus Ave.,
Connersville, Ind. (Beater)

CASES, SHIPPING

Backus, Jr., & Sons, A.; Dept. 5, Trumbull and Fort St., Detroit, Mich.
Bird & Son, Inc.; Mill St., E. Walpole, Mass.
General Box Co.; 500 No. Dearborn St., Chicago, Ill.
Hummel & Downing; Milwaukee, Wis.
King Shipping Case Corp.; 376 W. Water St., Syracuse, N. Y.
Lewis Co., G. B.; Watertown, Wis.
Wisconsin Box Co.; Wausau, Wis.

CASTERS, TRUCK

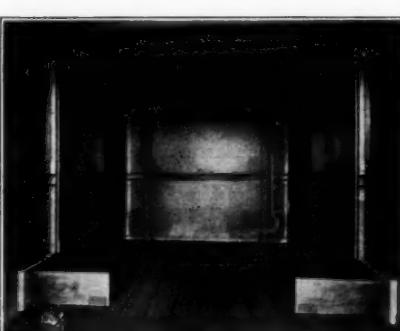
Adams Co.; Dubuque, Iowa.
American Caster Co.; 330 Washington St., Hamilton, Ohio.
American Foundry & Mfg. Co.; 11th & Hebert Sts., St. Louis, Mo.
Bond Foundry & Mfg. Co.; Manheim, Lancaster County, Pa.
Buffalo Pulley & Caster Co., Inc.; 175 Breckinridge St., Buffalo, N. Y.
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
Colson Co.; Elyria, Ohio.
Divine Bros.; 102 Whitesboro St., Utica, N. Y.
(See advertisement elsewhere in this issue.)

33%
lighter,
20%
stronger.

A new
van body
paneled
with

PLYMETL. Write us for complete details.

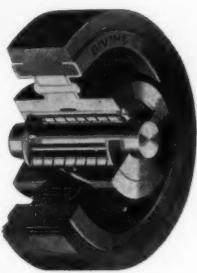
Haskelite Manufacturing Corporation
120 South La Salle St. Chicago, Ill.



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

The TONWATE

The Caster That Carries the Weight of Tons



Great strength without great weight in a caster means easier handling of trucks and dollies. No king bolt to break or bend. Drop-forged wheels of the Divine Canvas Cushion Wheel, Hyatt Roller Bearings.

Sizes range from 3" to 10" diam. Costs no more than an ordinary caster—why be without TonWates?

Divine Brothers Co.
102 Whitesboro St.

Utica New York

CASTERS, TRUCK (Continued)

Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.

(See advertisement elsewhere in this issue.)

Faultless Caster Co.; 1521 No. Garvin St., Evansville, Ind.

Fleming Co., F. A.; 9703 Baltic Rd., Cleveland, Ohio.

Globe Vice & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.

Greenan Mfg. Co.; 1280 17th St., Detroit, Mich.

Hamilton Caster & Mfg. Co.; Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Jarvis & Jarvis; 200 So. Main St., Palmer, Mass.

Keystone Forging Co.; Northumberland, Pa.

Koening & Co., Edward L.; 569½ West Lake St., Chicago, Ill.

Lansing Co., 602 Cedar St., Lansing, Mich.

Lyon Iron Works, Inc.; Box A, Greene, N. Y.

Market Forge Co.; Garney St., Everett, Mass.

Menasha Wood Split Pulley Co.; Menasha, Wis.

Mullins Body Corp.; 1017 Mill St., Salem, Ohio.

New Britain Mfg. Co.; 140 Chestnut St., New Britain, Conn.

Nice Ball Bearing Co.; 2925 Hunting Park Ave.; Nicetown, Philadelphia, Pa.

Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.

Payson Mfg. Co.; 2020 W. Jackson Blvd., Chicago, Ill.

Phoenix Caster Co.; South State St., Indianapolis, Ind.

Saginaw Stamping & Tool Co.; Saginaw, Mich.

Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.

Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State & Bates Sts., Indianapolis, Ind.

Wolverine Caster Co.; Traverse City, Mich.

CLOCKS, TIME AND WATCHMAN'S

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.

American Watchmen's Clock Co.; 150 Nassau St., New York, N. Y.

American Watchmen's Time Detector Co.; 17 East 42nd St., New York, N. Y.

Automatic Time Stamp Co.; 164 Congress St., Boston, Mass.

Cincinnati Time Recorder Co.; 1733 Central Ave., Cincinnati, Ohio.

Dexel Watch Clock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill.

Globolt Machine Co.; Madison, Wis.

Howard Clock Co., E.; 210 Eustis St., Boston, Mass.

Imhauser Co., E.; 212 Broadway, New York, N. Y.

International Business Machines Corp.; 270 Broadway, New York, N. Y.

Monitor Time Clock Co.; 932 E. Willow St., Syracuse, N. Y.

Silberberg, Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.

Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.

Standard Register Co.; 107 Campbell St., Dayton, Ohio.

Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill.

Thompson Time Stamp Co., Inc.; 240 W. 23rd St., New York, N. Y.

Time Register Repair & Supply Co.; Canastota, N. Y.

Warren Clock Co.; Homer Ave., Ashland, Mass.

CONVEYORS

Allis-Chalmers Mfg. Co.; Milwaukee, Wis.

Avey-Ferguson Co.; 75 Bissney Ave., Cincinnati, Ohio. (Gravity)

Avey Machy. Co.; 3200 So. Broadway, St. Louis, Mo. (Portable, Power and Gravity.)

Bailey-Burruss Co.; Atlanta, Ga.

Bartlett Co., Hayward; Scott & McHenry Sts., Baltimore, Md.

Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.

Bedinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and Gravity.)

Brown Holisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.

Chain Belt Co.; 736 Park St., Milwaukee, Wis.

Chicago Automatic Conveyor Co.; 55th Ave. & 10th St., Cicero, Ill.

Clark Tractor Co.; Battle Creek, Mich.

Dodge Mfg. Corp.; Mishawaka, Ind.

Freeman-Riff Co.; Terre Haute, Ind.

General Conveyor & Mfg. Co.; 3601 Salena St., St. Louis, Mo. (Gravity and Power.)

Griffin Lumber Co.; Hudson Falls, N. Y. (Gravity.)

Haus Mfg. Co., Geo.; 144th St. & Park Ave., New York, N. Y. (Portable.)

Hassett Chute & Conveyor Co.; Oaks, Pa. (Gravity.)

Howe Chain Co.; 2-20 East Clark Ave., Muskegon, Mich.

Hunt Co., Inc., C. W.; Brighton, Staten Island, N. Y. (Gravity.)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Jeffrey Mfg. Co.; 980 No. 4th St., Columbus, Ohio.

Kiefer Machine Co., Kari; 919 Martin St., Cincinnati, Ohio. (Gravity.)

Lamson Co.; Syracuse, N. Y. (Portable and Gravity.)

Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and Gravity.)

Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, Power and Gravity.)

Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa.

McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable.)

Meyer Mfg. Co., Geo. J.; 576 Clinton St., Milwaukee, Wis. (Gravity.)

Montgomery Elevator Co.; Moline, Ill.

Ogden Iron Works; Ogden, Utah.

Otis Elevator Co.; 26th St. & 11th Ave., New York, N. Y. (Gravity.)

Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable.)

Proctor & Schwartz, Inc.; 700 Tabor Rd., Philadelphia, Pa.

Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.

Russel Wheel & Foundry Co.; Detroit, Mich.

Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, Power and Gravity.)

Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.

Webster Mfg. Co.; 1856 No. Kostner Ave., Chicago, Ill. (Gravity and Portable.)

CORDAGE, FLAT

Pilcher-Hamilton Daily Co., 349 West Ontario, Chicago, Ill.

(See advertisement elsewhere in this issue.)

COVERS, PAPER FURNITURE

Pilcher-Hamilton Daily Co.; 349 West Ontario, Chicago, Ill.

(See advertisement elsewhere in this issue)

COVERS, TRUCK

Astrup Co.; 2937 W. 25th St., Cleveland, Ohio.

Atlanta Tent & Awning Co.; Atlanta, Ga.

Baker-Lockwood Mfg. Co., Inc.; McGee Tractionway at 23rd St., Kansas City, Mo.

Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.

Boyle & Co., Inc., John; 112-114 Duane St., New York, N. Y.

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.

Brooke Tarpaulin Co.; 429 Celeste St., New Orleans, La.

Buckeye Tent & Awning Mfg. Co.; 264 Spruce St., Columbus, Ohio.

Carnie-Goudie Mfg. Co.; 26th & Penn, Kansas City, Mo.

Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.

Channon Co., H.; 149 N. Market St., Chicago, Ill.

Clifton Mfg. Co.; Waco, Texas.

Couch Bros. Mfg. Co.; Atlanta, Ga.

Dafoe Eustice Co.; 4042 W. Jefferson Ave., Detroit, Mich.

Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.

Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.

Ehrick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.

Fulton Bag & Cotton Mills; Atlanta, Ga.

(See advertisement elsewhere in this issue.)

Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.

Heitrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.

Hooge Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.

Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.

Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.

Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.

Jacksonville Tent & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.

Landers Bros. Co.; 837 Buckingham St., Toledo, Ohio.

Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.

New York Drop Cloth Co.; 150 Greene St., New York, N. Y.

North American Iron Works; 116-136-57th St., Brooklyn, N. Y.

Pittsburgh Waterproof Co.; 435 Liberty Ave., Pittsburgh, Pa.

Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.

Smith Co., Arthur F.; 139 Spring St., New York, N. Y.

Sneierson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.

Swanfeldt; 501 N. Figueroa Blvd., Los Angeles, Cal.

U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.

Upson-Walton Co.; 1245 W. 11th St., Cleveland, Ohio.

Valley Mills, LaGrange, Ga.

Wenzel Tent & Duck Co., Herman; 1030 Paul St., St. Louis, Mo.

Wheeling Tent & Awning Co.; Wheeling, W. Va.

Wyandotte Awning & Tent Co.; Kansas City, Kan.

DOORS, COLD STORAGE

Born Co., H. A.; 208 N. Wabash Ave., Chicago, Ill.

Ehrlich & Sons Mfg. Co., H.; St. Joseph, Mo.

Gillen-Cole Co.; 66 N. Front St., Portland, Ore.

Glockler-Bernard; 1027 Penn Ave., Pittsburgh, Pa.

Jamison Cold Storage Door Co.; P. O. Box 26, Hagerstown, Md.

Jones Cold Storage Door Co.; Hagerstown, Md.

Matot, Duffy A.; 1537 Montana St., Chicago, Ill.

National Refrigerator Co.; 827 Koein Ave., St. Louis, Mo.

Schmidt Co., O.; John & Livingston Sts., Cincinnati, Ohio.

Stevens Co., Ben A.; Toledo, Ohio.

Union Fibre Co., Inc.; North End Mechanic St., Winona, Minn.

Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.

Ward Refrig. & Mfg. Co.; 6801 So. Alameda St., Los Angeles, Cal.

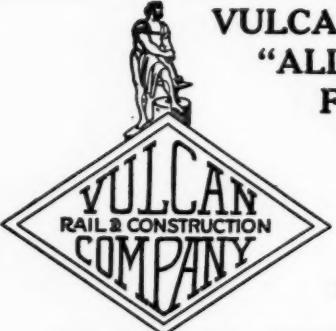
York Ice Mch. Corp.; 234 Ninth St., San Francisco, Cal.

DOORS, ELEVATOR

Art Metal Construction Co., Jamestown, N. Y.
 Cincinnati Mfg. Co.; 1850 Gest St., Cincinnati, Ohio.
 Cornell Iron Works, 77 Marion St., Long Island City, N. Y.
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.
 Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.
 Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Richmond Ppf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo.
 Smith Wire & Iron Works, F. P. Fullerton, Clybourn & Ashland Aves., Chicago, Ill.
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y.
 Wilson Corp., J. G.; Norfolk, Va.

DOORS, FIRE

Bogert & Carlough Co.; Washington Ave., Paterson, N. J.
 California Ppf. Door Co.; 1919 E. 51st St., Los Angeles, Cal.
 Cornell Iron Works, 77 Marion St., Long Island City, N. Y.
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.
 Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill.
 Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.
 Lee & Son Co., Thomas; 130 W. Second St., Cincinnati, Ohio.
 Merchant & Evans Co.; Philadelphia, Pa.
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y.
 Ogden Co., J. Edward; 147 Cedar St., New York, N. Y.
 Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Richmond Fireproof Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo.
 Smith Wire & Iron Works, F. P. Fullerton, Clybourn and Ashland Aves., Chicago, Ill.
 Truscon Steel Co.; Youngstown, Ohio.
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.
Vulcan Rail & Con. Co.; Grand St. & Garrison Ave., Maspeth, N. Y.
 Wilson Corp., J. G.; Norfolk, Va.



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"ALL-STEEL"
FIRE DOORS

Universally Used
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 Fireproof
 Warehouses

Approved by
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Details and Prices
 on Request.

VULCAN RAIL & CONSTRUCTION CO.
 Grand St. and Garrison Ave., Maspeth, N. Y.

ELEVATORS

Alvey-Ferguson Company, Inc.; 75 Bissell Ave., Oakley, Cincinnati, Ohio.
 Montgomery Elevator Co.; Moline Ill. (Passenger and Freight.)
 Otis Elevator Co.; 11th Ave. & 26th St., New York, N. Y.
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Passenger and Freight.)
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and Freight.)

ELEVATORS, PORTABLE

Alvey Mch. Co.; 3200 So. Broadway, St. Louis, Mo.
 Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 General Conveyor & Mfg. Co.; 3601 Salena St., St. Louis, Mo.
 Jeffrey Mfg. Co.; 988 N. Euclid St., Columbus, Ohio.
 Koenig & Co., Edward L.; 569½ W. Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.
 Revolvator Co.; 398 Garfield Ave., Jersey City, N. J.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp.; 1000-1020 No. Halsted St., Chicago, Ill.
 Little Rock Excelsior & Wraper Mfg. Co.; Box 146, No. Little Rock, Ark.
 Phillips Excelsior Co.; Chattanooga, Tenn.

EXTINGUISHERS, FIRE

American-La France and Foamite Corp.; 100 East La France St., Elmira, N. Y.
 Barnes, Henry K.; 234 Devonshire St., Boston, Mass.
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.
 Callahan Co., C.; 297 Congress St., Boston, Mass.
 Elkhart Brass Mfg. Co.; 1302 West Beardaley Ave., Elkhart, Ind.
 Esty Sprinkler Co.; Laconia, N. H.
 Fyr-Fyter Co.; 1691 Fyr-Fyter Bldg., Dayton, Ohio.
 Gilbert & Sons, A.; 4015 Forest Park Bldg., St. Louis, Mo.
 Gorham Fire Apparatus Co.; 206 Drummond St., San Francisco, Cal.
 Knight & Thomas, Inc.; 212 Summer St., Boston, Mass.
 Neptune Mfg. Co.; Box No. 669, Maspeth, Pa.
 New Process Roofing & Co.; Dallas, Texas.
 Northern Pump Co.; 920 18th Ave., N. E., Minneapolis, Minn.
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
 Robinson Fire App. Mfg. Co.; 4288 N. 20th St., St. Louis, Mo.
 Safety Fire Extinguisher Co.; 299 Seventh Ave., New York, N. Y.
 Sevier Tire & Co.; 714-16 No. Broadway, Oklahoma City, Okla.
 Simmons Co., John; 110 Centre St., New York, N. Y.
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.
 Stempel Fire Extinguisher Mfg. Co.; 20th & Ferry Sta., St. Louis, Mo.
 Vogel Co., H. G.; 15 W. 37th St., New York, N. Y.

FLOORS, RESURFACING MATERIAL

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.
 Stonhard Co.; Room 219, 800 No. Delaware Ave., Philadelphia, Pa.

FREIGHT FORWARDERS, GENERAL

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York
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 An Efficient Service Based on Years of Knowledge and
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Boston, Mass.

93 Huntington Ave.

LOS ANGELES, CAL.

316 Commercial St.

FUMIGATING EQUIPMENT

Calyanide Co.; 60 East 42nd St., New York, N. Y.
 Furniture Fumigation Corp.; 100 West 101st St., New York, N. Y.

(See advertisement elsewhere in this issue.)
 Haskellite Mfg. Corp.; 120 So. La Salle St., Chicago, Ill.
 (See advertisement elsewhere in this issue.)

HAND TRUCKS

Aeromotor Co.; 2500 W. Roosevelt Rd., Chicago, Ill. (Stevedore, All Steel)
 American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All Steel, Stevedore)

(See advertisement elsewhere in this issue.)
 Anderson Box & Basket Co.; Audubon District, Henderson, Ky. (Platform)
 Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill. (Lift, Stevedore & Platform)

Bedinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
 Clark Co., Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, Platform & Stevedore)

Clark Tractor Co.; Battle Creek, Mich. (Lift)
 Cleveland Wire Spring Co.; 1288 E. 38th St., N.E., Cleveland, Ohio (Stevedore, Cables Co.; Elyria, Ohio)

Diamond State Fibre Co.; East Bridgeport, Pa. (Lift)
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform & Stevedore)
 Excelsior Plimptuck Co.; Woodland Ave., Stamford, Conn. (Lift, Platform & Stevedore)

Fairbanks Co.; Exec. Off., 392-399 Lafayette St., New York N. Y. (Lift, Platform & Stevedore)
 (See advertisement elsewhere in this issue.)

Fleming Co., F. A.; 9708 Baltic Road, Cleveland, Ohio.
 Francis Co., Chas. E.; Fifth Street, Rushville, Ind. (Platform)

Globe Vice & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
 (See advertisement elsewhere in this issue.)

Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.
 Howe Scale Co.; Rutland, Vt.

Koenig & Co., Edward L.; 569½ West Lake St., Chicago, Ill. (Lift, Platform & Stevedore)
 Lansing Co.; 602 Cedar St., Lansing Mich. (Platform & Stevedore)



Cut Handling Costs

GET lift truck service at hand truck cost with American Pressed Steel Hand Trucks and American Truk-Paks. A large Philadelphia Freight Transfer finds 45% to 50% savings in time and labor, through the use of this American Team. Other users report similar savings.

Built entirely of durable steel, American Trucks and Truk-Paks seldom, if ever, require repairs. Trucks are carefully balanced on Alemite-lubricated wheels for easy maneuverability, smooth, swift action. American Trucks and Truk-Paks are available through dealers everywhere. Ask to see them, or write concerning special money-back trial offer.

THE AMERICAN PULLEY CO.
4200 WISSAHICKON AVENUE, PHILADELPHIA, PA.

When You Need Trucks
Remember
“FAIRBANKS”



A Type for Every Use

The FAIRBANKS Company

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Factory: Rome, Ga.

Write for Complete Catalog

New Low Prices

Before ordering a warehouse truck it will pay you to get our new low prices. Write today for complete information.
THE HAMILTON CASTER & MFG. CO., Hamilton, O.



No. 907
Hamilton
CASTERS TRUCKS

HAND TRUCKS (Continued)

Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift & Stevedore)
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift)
McKinney Mfg. Co.; Liverpool & Metropolitan Sta., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Marion, Ind. (Dolly)
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; Menasha, Wis. (Lift & Stevedore)
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
Norman, Wm. A.; 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue)
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and Stevedore)
Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)
Revolator Co.; 396 Garfield Ave., Jersey City, N. J.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self Lifting Piano Truck Co.; Findlay, Ohio. (Special Piano)
(See advertisement elsewhere in this issue)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Lift and Platform)
Streich & Bro., A.; 318 Eighth St., Oshkosh, Wis.
Stuebing-Cowan Co.; 312 E. Court St., Cincinnati, Ohio. (Lift and Platform)
Fowley Mfg. Co., John T.; 1010 Evans St., Cincinnati, Ohio. (Lift and Platform)
Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and Changeable Platform)
Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State and Bates Sts., Indianapolis, Ind. (Platform)
Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
Rarsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and Stevedore)
West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.
Western Wheelbarrow Mfg. Co.; So. Fort Smith, Ark. (Stevedore)
Whitehurst Mfg. Corp., R. W.; Cooke & Smallwood Sta., Norfolk, Va. (Platform, Stevedore and Dolly)

HOISTS, CHAIN

Boston & Lockport Block Co.; 100 Condor St., East Boston, Mass.
Cleveland-Moore Hoist Corp., Div. of Columbus McKinnon Chain Co.; 4010 Lakeside Ave., Cleveland, Ohio.
Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa.
Green Co., Inc., G. S.; 72 Warren St., New York, N. Y.
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass.
Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa.
Moore Co., Franklin; Winsted, Conn.
Morris, Inc., Herbert; 10 Lawrence Pl., Buffalo, N. Y.
New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.
Olsen Testing Machine Co., Tinian; Philadelphia, Pa.
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.
Roeper Crane & Hoist Works, Inc.; 1776 No. Tenth St., Reading, Pa.
Seattle Chain & Mfg. Co.; 6921 E. Marginal Way, Seattle, Wash.
Wright Mfg. Co.; 1918 Thomas St., Lisbon, Ohio.
Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

HOISTS, ELECTRIC

Atlas Trailer, & Water Mufflers, Inc.; U. S. Nat'l Bank Bldg., Galveston, Tex.
Box Crane & Hoist Corp., Trenton Ave. & E. Ontario St., Philadelphia, Pa.
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass.
Louden Machinery Co.; 1116 Broadway, Fairfield, Iowa.
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.
Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

INSECTICIDES

American Cyanamid Co.; 535 Fifth Ave., New York, N. Y.
 Barrett Co.; 40 Bector St., New York, N. Y.
 Calycyanide Co.; 60 East 42nd St., New York, N. Y.
 Carbola Chemical Co.; Harrisville Road, Natural Bridge, N. Y.
 Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (gas).
 Cenol Co., Dept. M; 4250-58 N. Crawford Ave., Chicago, Ill.
 Chemical Supply Co.; 2450 Canal Road, Cleveland, Ohio.
 Clarkson Chemical Co.; 213 Main St., Williamsport, Pa.
 Electrolux, Inc.; 250 Park Ave., New York, N. Y.
 Enos Chemical Co.; 2367 Logan Blvd., Chicago, Ill.
Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.
 Gottlieb Chemical Co.; 148 West 24th St., New York, N. Y.
 Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
 Guaranteer Exterminating Co.; 11 West 42nd St., New York, N. Y.
 Idico Corp.; 461 Eighth Ave., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Plunkett Chemical Co.; 3500 So. Morgan St., Chicago, Ill.
 Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.
 Secto Products Co.; 136 W. 22nd St., New York, N. Y.
 Standard Oil Co. of N. J.; 2 Park Ave., New York, N. Y.
 Thinsol Co. of N. J.; 150 Nassau St., New York, N. Y.
 Wells B. & Co.; Jersey City, N. J.
 Weller Disinfecting Co.; 16 Barn St., Long Island City, N. Y.
 White Tar Co.; Dept. W. Belleville Turnpike, Kearny, N. J.

Secto GUARANTEED PRODUCTS

MOTH SECTO Kills All Forms of Moth Life

Kills moths and their larvae and destroys the eggs. Will not stain or injure the most delicate material. Especially recommended for spraying open storage, vans, rugs before rolling and storing, and upholstered furniture.

SECTO VAPOR CRYSTALS AND CAKES— Paradichlorbenzene

Packed in tins 5-200 pounds. Low Prices. 2-4 ounce cakes. Your label attached in quantity lots.

SECTO PRODUCTS COMPANY
136 West 22nd Street, New York City



DON'T RISK MOTHS

This Sure Way Keeps Them Out!

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

The White Tar Company of New Jersey, Inc.

A Subsidiary of The Koppers Company
Dept. W Belleville Turnpike, Kearny, New Jersey
Telephone: Kearny 3600

PACKING MATERIAL, PAPER

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
 Kimberly Clark Co.; 208 S. La Salle St., Chicago, Ill.
Pilcher-Hamilton-Daily Co.; 349 West Ontario, Chicago, Ill.
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

FOXWRAP

THE IDEAL WRAPPING PAPER

FOXCO PAPER FURNITURE COVERS

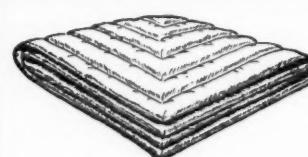
TWINES

VAN PADS

Pilcher-Hamilton-Daily Company
349 West Ontario Chicago, Ill.
GEORGE S. FOX, MANAGER, WAREHOUSE SUPPLY DEPT.

PADS, FURNITURE CANVAS

Arbott Co., H.; 119 McKibben St., Brooklyn, N. Y.
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.
 Wm. H. Breen; 219 Rutherford Ave., Charlestown, Mass.
Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.
 Chicago Quilt Mfg. Co.; 1857 Roosevelt Rd., Chicago, Ill.
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.
 Erick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.
Fulton Bag & Cotton Mills; Atlanta, Ga.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hetrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.



IRON HORSE

Furniture Pads are now lower in price than at any time in SEVEN-TEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

ORDER NOW FOR ALL 1932

Van Linings Grand Covers Tie-Tape

CANVAS SPECIALTY CO., Inc.
200 CANAL ST. NEW YORK CITY



Reg. U. S. Pat. Off.

Fulco *Gilt-edge* FURNITURE PADS

New, low prices on extra-quality pads easily identified by the brilliant gilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

| | |
|--|---------|
| 36 x 62"..... | \$10.25 |
| 54 x 62"..... | 14.25 |
| 60 x 62"..... | 18.75 |
| per dozen, F.O.B. Atlanta, 10% advance in less than 1 doz. lots. Terms 2% 10 or net 30 days, on approved credit. | |

Write for complete information on Furniture Pads, Tarpaulins and Burlap.



Fulton Bag & Cotton Mills

Manufacturers Since 1870

Atlanta St. Louis Dallas
Minneapolis Brooklyn New Orleans Kansas City, Kan.

The Greatest Furniture Pad Buy in History

America's Finest and Longest Wearing Pad



During May

DREADNAUGHT FURNITURE PADS

36" x 72" cut size @ \$10.50 per doz.
54" x 72" cut size @ 14.50 per doz.
72" x 80" cut size @ 18.00 per doz.

2% / 10 / 30 days net on approved credit f.o.b. New Haven.

WE ALSO MANUFACTURE

Van Liner Pads, Piano Covers, Canvas Tarpaulins, Scotch Dundee Burlap, Radio Covers, Electric Refrigerator Covers and all kinds of Special Covers.

America's Largest Pad Manufacturers Since 1910

NEW HAVEN QUILT & PAD CO. NEW HAVEN, CONN.

PADS, FURNITURE CANVAS (Continued)

Humphry's Sons, R. A. : 1020 Callowhill St., Philadelphia, Pa.
Ivan & Deane Canvas Products Co. : 564 Washington Blvd., Chicago, Ill.
Louisville Bedding Co. : Louisville, Ky.
Maish Bedding Co., Clifford W. : 1501 Freeman Ave., Cincinnati, Ohio.
Maish Co., Chas. A. : 1133 Bank St., Cincinnati, Ohio.
Michigan Tent & Awning Co. : 1922 W. Canfield Ave., Detroit, Mich.
Milne Awning & Tent Works : 101 W. Liberty St., Rome, N. Y.
New Haven Quilt & Pad Co. : 80 Franklin St., New Haven, Conn.
New York Drop Cloth Co. : 150 Greene St., New York, N. Y.
Oliver Mfg. Co., M. : 258 Hudson Ave., Rochester, N. Y.
Oshkosh Excelsior Co. : Oshkosh, Wis.
Ottawa Cushion Co. : Rock Island, Ill.
Royal Bedding Co. : 721-27 Cass Ave., St. Louis, Mo.
Snederson Bros. Inc. : 59-65 Washington St., N., Boston, Mass.
Standard Garment Co. : Michigan & Orange St., Toledo, Ohio.
Union Carpet Lining Co. : New London, Conn.
Wagner Awning Co. : 2658 Scranton Rd., Cleveland, Ohio.
Wilcox Co., M. I. : 210 Water St., Toledo, Ohio.

PADS, FURNITURE EXCELSIOR

Allen, Inc., Charles M. : Fulton, N. Y.
American Excelsior Corp. : 1000 N. Halsted St., Chicago, Ill.
Atlantic Excelsior Co. : 615 West 39th St., New York, N. Y.
Boston Excelsior Co. : 29th and 11th Avenue, New York, N. Y.
Dale Bros. Excelsior Pad Co. : Grand Rapids, Mich.
Dupre Mfg. Co. : North Ave., N. E. & So. Ry., Atlanta, Ga.
Excelsior Supply Co. : Second & Smith Sts., Cincinnati, Ohio.
Gardner Pad Co. : Gardner, Mass.
Indiana Excelsior Co. : Keystone & Belt, Indianapolis, Ind.
Little Rock Excelsior & Wrappier Mfg. Co. : Box 146, No. Little Rock Ark.
Orange Mfg. Co. : Elizabethtown, N. C.
Philippe Excelsior Co. : Chattanooga, Tenn.
Rochester Pad & Wrappier Co. : 1464 Lyell Ave., Rochester, N. Y.
Sheboygan Pad Co. : Sheboygan, Wis.
Washington Excelsior & Mfg. Co. : Foot of Main St., Seattle, Wash.
Webster Bros. Mfg. Co. : Mason City, Iowa.

Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.
Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself.
Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.
—With credit to *Campbell's Current*.

PARTITIONS, STEEL

Art Metal Construction Co. : Jamestown, N. Y.
Cyclone Fence Co. : Box 517, Waukegan, Ill.
Eblinger Sanitary Mfg. Co., D. A. : 180 Lucas St., Columbus, Ohio.
Edwards Mfg. Co. : 529 Eggleston Ave., Cincinnati, Ohio.
Hauserman Co., The : 6991 Grant Ave., Cleveland, Ohio.
Mills Co., The : Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
Page Fence & Wire Prod. Assn. : Dept. Z, 215 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works : Kirby Ave. and E. & G. T. R.R., Detroit, Mich.
Sanymetal Prod. Co. : 1705 Urbana Rd., Cleveland, Ohio.
Smith, F. P. : Wire & Iron Works, Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.
Tyler Co., W. S. : 3621 Superior Ave., N. E. Cleveland, Ohio.

PIANO COVERS

Astrup Co. : 2937 W. 25th St., Cleveland, Ohio.
Barnett Canvas Goods & Bag Co. : 127 Arch St., Philadelphia, Pa.
Breen, Wm. H. : 219 Rutherford Ave., Charlestown, Mass.
Buckeye Tent, Awning & Mfg. Co. : 264 Spruce St., Columbus, Ohio.
Canvas Specialty Co., Inc. : 200 Canal St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Donnelly Son & Putnam : 92 Sunswick St., Long Island City, N. Y.
Fulton Bag & Cotton Mills : Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Goss Co., J. C. : Woodbridge & Bates St., Detroit, Mich.
Gotach Co., Walter M. : 630 W. Adams St., Chicago, Ill.
Hettick Mfg. Co. : D.W.28, Summit and Magnolia Sts., Toledo, Ohio.
Holtsman, Henry, & Sons Co. : 2000 to 2082 E. Main St., Columbia, Ohio.
Kennedy Car Liner & Bag Co. : Shelbyville, Ind. (Paper)
Kimball Co. : W. W. : 306 S. Wabash Ave., Chicago, Ill.
Michigan Tent & Awning Co. : 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co. : 80 Franklin St., New Haven, Conn.
Self Lifting Piano Truck Co. : Findlay, Ohio.
Snederson Bros., Inc. : 59-65 Washington St., N., Boston, Mass.
Upon-Walton Co. : 1245 W. Eleventh St., Cleveland, Ohio.
Wilcox Co., M. I. : 210 Water St., Toledo, Ohio.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H. : 219 Rutherford Ave., Charlestown, Mass.
Donnelly Son & Putnam : 92 Sunswick St., Long Island City, N. Y.
Fairbanks Co., Exec. Off. : 393 Lafayette St., New York, N. Y.
(Trucks only)
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co. : Findlay, Ohio.
Snederson Bros., Inc. : 59-65 Washington St., N., Boston, Mass.

How These Men Avoided the Sheriff

They concentrated their sales efforts and reduced overhead. One big saving was effected in delivery and handling costs through the purchase of

BUCKEYE SILL PIANO TRUCKS

for sure, easy handling of uprights, baby grands and grands. They positively eliminate scraping or marring of floors. The center wheel construction allows balancing and turning without lifting.

Equipped with straps of 2 in. 3-ply webbing. Only \$39. 4" rubber tired center wheels with 1 1/2" face. (Tires vulcanized to wheel \$5.00 extra.) Straps of 3 in. 4-ply webbing and buckles \$6.00 extra.

Send for literature on our X-70 Refrigerator Trucks and piano hoists and covers.

Self-Lifting Piano Truck Co.
Findlay, Ohio



RACKS, STORAGE

Art Metal Construction Co.; Jamestown, N. Y.
 Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill.
 Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
 De Luxe Metal Furniture Co.; 60 E. 42nd St., New York, N. Y.
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
 Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.
 Irving Iron Works Co.; Dutchkill Creek & 3rd St., Long Island City, N. Y.
 Koenig & Co., Edward L.; 569½ West Lake St., Chicago, Ill.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.
 Lyon-Metal Products, Inc.; City Limits, Aurora, Ill.
 Market Forge Co.; Garney St., Everett, Mass.
 Medart Mfg. Co., Fred; Pontiac & DeKirk Sts., St. Louis, Mo.
 New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
 Perfection Metal Container; 3603 E. 82nd St., Cleveland, Ohio.
 Revolator Co.; 396 Garfield Ave., Jersey City, N. J.

RECORDERS, MOTOR TRUCK

Brown Spring Oiler Co.; 6913 Carnegie Ave., Cleveland, Ohio.
 Electric Tachometer Corp.; Broad and Spring Garden Sta., Philadelphia, Pa.
 Keuffel & Esser Co.; Hoboken, N. J.
 Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
 Service Recorder Co.; 458 Hanna Bldg., Cleveland, Ohio.
 Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.
 U. S. Recording Instruments Corp.; 555 W. 57th St., New York, N. Y.
 Veeder Mfg. Co.; 54 Sergeant St., Hartford, Conn.

REFRIGERATOR TRUCKS

Self Lifting Piano Truck Co.; Findlay, Ohio
 (See advertisement elsewhere in this issue.)

SPRAYERS, INSECT

Idico Corp.; 461 Eighth Ave., New York, N. Y.

**WANT THIS G. E.
MOTH SPRAYER
and Vacuum Cleaner**

FREE
?????



Only a Limited
Number

Send Coupon
Below for
Full Details

An Astounding Offer

Get this free G. E. equipment to protect warehouse stock. Use it on service work—a charge of \$10.00 (old standard price \$25.00) to demo a 3 piece suite yields you \$5.00 clear profit. Whips all competition. Opens big new market.

Complete outfit free—the only one that injects vapors within the interior of an upholstered piece and is both vacuum cleaner and spray. It's yours, not leased. Send the coupon NOW for full details and the story of Idico Crystal Spray—used by thousands of leading firms to thoroughly demoth and protect the most valuable merchandise.

IDICO CORPORATION, 461 Eighth Ave., New York.
 Send details of Special G. E. Moth Sprayer offer.

NAME _____
 ADDRESS _____
 CITY AND STATE _____

SAWS, PORTABLE MACHINE

American Saw & Mfg. Co.; 71 Boylston St., Springfield, Mass.
 American Saw Mill Mch. Co.; Hackettstown, N. J.
 C. H. & E. Mfg. Co.; N. E. cor. Clinton and Mineral Sts., Milwaukee, Wis.
 Danenge Co.; 198 River St., Batavia, Ill.
 Cresson-Morris Co.; 18th & Allegheny Aven., Philadelphia, Pa.
 Dillston & Sons, Inc., Hy.; Tacony Sta., Philadelphia, Pa.
 Electro-Magnetic Tool Co.; W. 19th St. & 52nd Ave., Cicero, Ill.
 Fairbanks, Morse & Co.; S. Wabash Ave., Chicago, Ill.
 Kieker Saw Co.; 4600 Spring Grove Ave., Cincinnati, Ohio.
 Kennedy, Ralph M.; 111 No. 7th St., Philadelphia, Pa.
 Leach Co.; Oshkosh, Wis.
 Lippert Saw Co., E. T.; 19 Lincoln Ave., Millvale, Pittsburgh, Pa.
 New Holland Machine Co.; New Holland, Pa.
 New Winona Mfg. Co.; 984 West Fifth St., Winona, Minn.
 Ohlen-Bishop Co.; Simpson Lane & Ingleside Ave., Columbus, Ohio.
 Onan & Sons, D. W.; 43 Royalton Ave., Minneapolis, Minn.
 Schmidt Bros. Co.; Davenport, Iowa.
 Skilsaw Co.; 3310 Elston Ave., Chicago, Ill.
 Taylor Iron Works & Supply Co.; Macon, Ga.
 Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.
 Worth Machinery Manufacturers, Los Angeles, Cal.

SCALES

Beckman Bros.; Des Moines, Iowa.
 Brunner Foundry & Mchry. Co.; Peru, Ill.
 Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.
 Dayton Scale Co.; Dayton, Ohio.
 Exact Weight Scale Co.; 265 W. Spring St., Columbus, Ohio.
 Fairbanks & Co., E. & T.; St. Johnsbury, Vt.
 Fairbanks Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
 Gaston Scale Co.; Beloit, Wis.
 Howe Scale Co.; Rutland, Vt.
 International Business Machines Corp.; 270 Broadway, New York, N. Y.
 Kron Company, 1720 Fairfield Ave., Bridgeport, Conn.
 Meadows Mfg. Co.; Bloomington, Ill.
 Merrick Scale Mfg. Co.; 87 Summer St., Passaic, N. J.
 Moline Implement Co., Inc.; Moline, Ill.
 Sawyer Spec. Scale Co.; Jacksonville, Fla.
 Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
 Stimpson Computing Scale Co.; Logan & Breckenridge Sta., Louisville, Ky.
 Toledo Scale Co.; Toledo, Ohio.

STENCIL MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.
 Diagram Stencil Mch. Corp.; 2913 Clark Ave., St. Louis, Mo.
 Ideal Stencil Mch. Co.; 22 Ideal Block, Belleville, Ill.
 Marsh Stencil Mch. Co.; 35 Marsh Bldg., Belleville, Ill.
 United Autograph Register; 5000 S. California Ave., Chicago, Ill.

TRACTORS, INDUSTRIAL

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.
 Atlas Trailer & Water Mufflers, Inc.; U. S. Nat'l Bank Bldg., Galveston, Tex.
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.
 Baker-Rauling Co.; 2182 W. 25th St., Cleveland, Ohio. (Electric)
 Case Threshing Machine Co., J. I.; Dept. I, Racine, Wis.
 Caterpillar Tractor Co.; Peoria, Ill.
 Clark Tractor Co.; Battle Creek, Mich.
 (Gas Powered)
 Cleveland Tractor Co.; Lamb & Euclid Aves., Cleveland, Ohio.
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.
 Ellwood-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
 J. T. Tractor Co.; 179th and St. Clair Ave., Cleveland, Ohio.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Prescott Co.; P. O. Box 307, Menominee, Mich. (Gasoline)
 Stuebing-Cowan Co.; 312 E. Court St., Cincinnati, Ohio. (Electric)
 Towmotor, Inc.; Cleveland, Ohio. (Gasoline)
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.
 Yuba Mfg. Co.; San Francisco, Cal.

TRAILERS, INDUSTRIAL TRUCK

Atlas Trailer & Water Mufflers, Inc.; U. S. Nat'l Bank Bldg., Galveston, Tex.
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.
 Clark Co., Geo. P.; 4 Canal St., Windsor Locks, Conn.
 Clark Tractor Co.; Battle Creek, Mich.
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.
 Dimna Steel Prod. Corp.; 200 Paul Ave., San Francisco, Calif.
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.
 Koenig & Co., Edward L.; 569½ West Lake St., Chicago, Ill.
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.
 Lansing Co.; 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.
 Menasha Wood Split Pulley Co.; Menasha, Wis.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.

TRAILERS, INDUSTRIAL TRUCK (Continued)

Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
 Streich & Bro. Co., A.; 318 Eighth St., Oshkosh, Wis.
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
 West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

TRUCKS, INDUSTRIAL

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.
 Baker-Rauling Co.; 2162 W. 25th St., Cleveland, Ohio. (Electric)
 Clark Tractor Co.; Battle Creek, Mich.
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.

(See advertisement elsewhere in this issue.)

Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.
 Kent Machine Co.; Kent, Ohio.
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.
 Ladel Mfg. Co.; New Philadelphia, Ohio.
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.
 Market Forge Co.; Garney St., Everett, Mass.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 Miami Mfg. Co.; Peru, Ind.
 New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
 Notting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
 Ottumwa Iron Works, Inc.; 402 W. Main St., Ottumwa, Iowa.
 Peerless Wire Goods Co.; 2910 Ferry St., Lafayette, Ind.
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

TRUCKS, ROLL PAPER

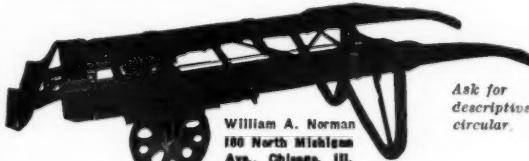
Norman, Wm. A.; 180 No. Michigan Ave., Chicago, Ill.
 Seaman Paper Co.; 360 No. Michigan Ave., Chicago, Ill.

The NORMAN Truck

Pat. No. 1207433

Saves Paper—Time—Money—Men

Handles roll paper, simply and easily, without damage even to the outer sheets. Handling paper pays, and Norman Trucks get you the business.



Ask for descriptive circular.

William A. Norman
180 North Michigan
Ave., Chicago, Ill.

TRUCKS, TIERING

Atlas Car & Mfg. Co.; Cleveland, Ohio.
 Automatic Transportation Co.; 2937 Main St., Buffalo, N. Y.
 Clark Tractor Co.; Battle Creek, Mich.
 Conole Gas & Elec. Truck Co.; Grand Rapids, Mich.
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.
 Diamond State Fibre Co.; East Bridgeport, Pa.
 Economy Eng. Co.; 2851 W. Van Buren St., Chicago, Ill.
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
 Excelsior Plimptuck Co.; Woolland Ave., Stamford, Conn.
 Grand Rapids Vapor Kiln; Grand Rapids, Mich.
 Hydraulic Press Mfg. Co.; 83 Lincoln Ave., Mt. Gilead, Ohio.
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
 New Jersey Flyer & Machine Co.; 9 Park Place, New York, N. Y.
 Revolator Co.; 306 Garfield Ave., Jersey City, N. J.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Terminal Eng. Co., Inc.; 17 Battery Pl., New York, N. Y.
 Union Steel Prod. Co.; 132 N. Berrien St., Albion, Mich.
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

VACUUM CLEANERS, PORTABLE

Allen & Billmyre Co., Inc.; 547 Grand Central Palace, New York, N. Y. (Stationary and Portable)
 Aero Vacuum Corp.; 40 W. 40th St., New York, N. Y. (Heavy duty Portable)
 Electric Vacuum Cleaner Co., Inc.; 1734 Ivanhoe Rd., Cleveland, Ohio. (Portable)
 Electrolux, Inc., 250 Park Ave., New York, N. Y.

Idico Corp.; 461 Eighth Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)
 Invincible Vacuum Cleaner Mfg. Co.; 10th St., Dover, Ohio. (Heavy duty Portable)
 Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Portable)
 Scott & Fetzer; W. 114th & Locust Ave., Cleveland, Ohio (Portable)
 Spencer Turbine Co.; 517 New Park Ave., Hartford, Conn. (Heavy duty, Stationary and Portable)
 Sturtevant, Co., Inc.; B. F.; 16 Damon St., Hyde Park, Boston, Mass. (Heavy duty Portable and Stationary)
 United Electric Co.; Canton, Ohio (Portable and Stationary)
 Wise McClung Corp.; Box WD, 451 Park Ave., N. W., New Philadelphia, Ohio. (Portable)

VAULTS, FUMIGATION

Calcyanide Co.; 60 East 42nd St., New York, N. Y.

Electrolux, Inc.; 250 Park Ave., New York, N. Y.

Furniture Fumigation Corp.; 100 West 101st St., New York, N. Y.

Haskelite Mfg. Corp.; 120 So. La Salle St., Chicago, Ill.

(See advertisement elsewhere in this issue.)

EXTERMOVAULT

NEW PRICE

6 00

PER SET

IN LOTS OF
1 DOZEN SETS
OR OVER
F.O.B., N. Y. CITY

APPROVED BY U. S. DEPT. OF AGRICULTURE

FURNITURE FUMIGATION CORP.

100 W. 101st ST., NEW YORK CITY

WAREHOUSE FORMS (Printed)

The House of Hubbell, 648 Huron Road, Cleveland, Ohio (A.W.A. Standard)

WHEELS

Budd Wheel Co.; 25th & Hunting Park Ave., Philadelphia, Pa.
 Electric Wheel Co.; Walton Heights, Quincy, Ill.
 Morand Cushion Wheel Co.; 818 S. May St., Chicago, Ill.
 Sewell Cushion Wheel Co.; 6468 Gratiot St., Detroit, Mich.

WORK SUITS

Brownstein-Lewis Co.; 751 So. Figueroa St., Los Angeles, Cal.
 Burnham, Munger, Root Dry Goods Co.; 8th and Broadway, Kansas City, Mo.
 Carhartt-Hamilton Cotton Mills; Michigan Ave. and Kent St., Detroit, Mich.
 Cohn, Goldwater Co.; 525 E. 12th St., Los Angeles, Cal.
 Courtney & Son, Thomas; 810 Spring St., New York, N. Y.
 Crown Overall Mfg. Co.; 3rd and Plum Sts., Cincinnati, Ohio.
 Efroyman & Wolf; 360 W. Washington St., Indianapolis, Ind.
 Elder Mfg. Co.; 13th and Lucas Sts., St. Louis, Mo.
 Finch, Van Slyck & McComville; Park Square, St. Paul, Minn.
 Finck & Co., W. M.; 3705 Gratiot Ave., Detroit, Mich.
 Fleishner, Mayer & Co.; Portland, Ore.
 Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.
 Goll & Frank Co.; East Water and Buffalo Sts., Milwaukee, Wis.
 Greenbaum, Well & Michels; 742 Mission St., San Francisco, Cal.
 Hanke Bros.; Main and 12th Sts., Cincinnati, Ohio.
 Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
 Hirsh-Wels Mfg. Co.; Portland, Ore.
 Industrial Garment Co.; 100-03 Liberty Ave., Ozone Park, Long Island, N. Y.
 Lamp Mfg. Co.; 130 Wabash Ave., Terre Haute, Ind.
 Lee Mercantile Co., H. D.; Kansas City, Mo.
 Lindeke, Warner & Son; St. Paul, Minn.
 McDonald Mfg. Co., R. L.; Twelfth and Penn Sts., St. Joseph, Mo.
 Miller Mfg. Co.; Paris, Texas.
 Miller Mfg. Co., C. R.; Dallas, Texas.
 Motor Suit Mfg. Co.; 302 W. 9th St., Kansas City, Mo.
 Nunnally & McCrea Co.; Atlanta, Ga.
 Oberman Mfg. Co., D. M.; Jefferson City, Mo.
 Oshkosh Overall Co.; Oshkosh, Wis.
 Pierson Mfg. Co.; Quincy, Ill.
 Protextall Co.; Abingdon, Ill.
 Ranney-Davis Merc. Co.; Arkansas City, Kan.
 Red Diamond Clothing Co.; 801 Lucas St., St. Louis, Mo.
 Rice-Stix Co.; 1008 Washington Ave., St. Louis, Mo.
 Rockford Overall Mfg. Co.; Rockford, Ill.
 Scott Mfg. Co., Cyrus W.; Houston, Texas.
 Scowcroft & Sons Co., John; Ogden, Utah.
 Sibbett Mfg. Co.; Oakland, Cal.
 Signal Shirt Co.; Racine, Wis.
 Smith-McCord-Townsend Dry Goods Co.; 8th and Broadway, Kansas City, Mo.
 Spokane Dry Goods Co.; Spokane, Wash.
 Standard Garment Co.; Cor. Michigan and Orange Sts., Toledo, Ohio.
 Strauss, Levl & Co.; Battery and Pine Sts., San Francisco, Cal.
 Sweet, Orr & Co.; 15 Union Square, New York, N. Y.
 Union Special Overall Co.; Central Parkway at 14th St., Cincinnati, Ohio.
 Waco Garment Mfg. Co.; Waco, Texas.
 Welch-Cook-Beals Co.; 321-29 So. Third St., Cedar Rapids, Iowa.
 Wyman-Partridge & Co.; 4th St. and 1st Ave. No., Minneapolis, Minn.
 Zions' Co-oper. Merc. Institution; Salt Lake City, Utah.

WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

“Andy Says”

THIS, the May, issue of *Distribution and Warehousing* goes to press with a greater spirit of optimism for the future than in many months past.

In other words, the adjustment, both nationally and locally, in business has been almost completed and business men are beginning to look for better times, and warehousing will benefit. The liquidation of stored stocks that has been going on for the past two years will have done industry much good in getting back to rock bottom; but on the other hand, with the replacement of these stocks new profits must come to warehousing, and that process is in motion today.

Now is the time to “look ahead”. Now is the time to work out revised programs with the shipper. Now is the time to put the names of new accounts on your books, and this is where *Distribution and Warehousing* can be made to play a most important part in your rebuilding program for the future.

Every warehouse advertiser in this issue of *Distribution and Warehousing* will enjoy the plus circulation represented by the mailing of ten thousand Green

Directory Supplements on or about the 15th of May. This Green Directory is sent to as many distributors throughout the United States, at no extra cost beyond the price paid for the advertising in this, the regular monthly, edition of *Distribution and Warehousing*.

Many warehousemen will find new business coming to them as a result of this service, and their only effort has been to become an advertiser in “D & W”. To use space in “D & W” is something more than just advertising. It holds the assurance of reaching the most prospective customers at the least possible expense.

It is a nation-wide organization working for the warehousing industry that holds the nearest to 100 per cent value for the promotion of your business that you can buy.

It's vitally important for you, Mr. Warehouseman, to be an advertiser in *Distribution and Warehousing*.

“Andy”

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

| | | | | | |
|------------|---|--------------------------|------------------|--|-----------------|
| May | Birmingham Warehousemen's Club | Birmingham | June 6-7..... | Illinois, Central Warehousemen's Association of..... | Bloomington |
| May | California Warehousemen's Association..... | Probably Los Angeles | June | Illinois Furniture Warehousemen's Association .. | Chicago |
| May | Montreal Branch of Canadian S. & T. A..... | Montreal | June | New York State Warehousemen's Association..... | To be announced |
| May | Spokane Warehouse & Transfer Association..... | Spokane | July | Denver, Movers & Warehousemen's Association of..... | Denver |
| May | Washington State Warehousemen's Association..... | To be announced | July | National Team & Motor Truck Owners' Association .. | To be announced |
| June | British Columbia, Gen'l Cartage & Storage Assn'e of...Vancouver | | July or Aug..... | Montana, Transfer & Storagemen's Association of..To be announced | |
| June | Canadian Storage & Transformer's Assn'e..... | Western, Banff | August | Wisconsin Warehousemen's Association..... | To be announced |
| June | Canadian Storage & Transformer's Assn'e..... | Eastern, to be announced | September | Connecticut Warehousemen's Association..... | To be announced |

Warehouse Advertisers' Index

ALABAMA

Page 67

Birmingham
Harris Tfr. & Whse. Co.
Hess-Strickland Tfr. & Sige. Co.
Wittichen Tfr. & Whse. Co.

Mobile
Ferris Whse. & Sige. Co.
Montgomery
Alabama Tfr. & Whse. Co.
Moeller Tfr. & Sige. Co.

ARIZONA

Page 67

Phoenix
Arizona Sige. Dist. Co.
Chambers Tfr. & Sige. Co.
Lightning Moving & Sige. Co.

Tucson
Tucson Whse. & Tfr. Co.

ARKANSAS

Pages 67-68

Fort Smith
Arkansas Whse. Co.
O. K. Tfr. & Sige. Co.

Little Rock
Commercial Warehouse Co.
Terminal Warehouse Co.

Texarkana
Hunter Transfer & Sige. Co.

CALIFORNIA

Pages 68-70

Hollywood
Hollywood Storage Co.

Long Beach
City Tfr. & Sige. Co.

Los Angeles
American Storage Co.
California Whse. Co.
Cohen Van & Sige. Co.
Jennings-Nibley Whse. Co., Ltd.
Lincoln Fpf. Sige. Co.
Los Angeles Whse. Co.
Metropolitan Whse. Co.
Norton Fpf. Whse. Co.
Overland Terminal Whse.
Pacific Commercial Whse., Inc.
Professional Sige. & Moving Co.
Star Truck & Whse. Co.
Westland Warehouses, Inc.
Wishire Fpf. Sige. Co.
Los Angeles Harbor
City and Harbor Whse., Ltd.

Oakland
Haslett Whse. Co.

San Jose
Bekins Van & Sige. Co.
Farnsworth & Ruggles
Gibraltar Warehouses
Haslett Whse. Co.
San Francisco Whse. Co.
South End Whse. Co.

Stockton
California Fpf. Sige. & Tfr. Co.

COLORADO

Page 71

Denver
Kennicott-Patterson Whse. Corp.
Merchants Sige. & Tfr. Co.
Welcker Tfr. & Sige. Co.

CONNECTICUT

Pages 71-73

Bridgewater
Hartford Despatch & Whse. Co.

Hartford
Bill Brothers Co., The
Christie's Transfer & Whse. Co.
Dewey & Co., Geo. E.
Hartford Despatch & Whse. Co.

Middletown
Rogers, Inc., J. W.

New Haven
Davis Sige. Co.
Local Express, Inc.
Smidley Co., The

New London
Gardner Storage Co.
Sullivan Sige. Co., J. F.

Waterbury
Larson Express Co.

Westport
Nash, Edward C.

DISTRICT OF COLUMBIA

Page 73-74

Washington
Federal Sige. Co.
Merchants Tfr. & Sige. Co.
Nash
Smith's Tfr. & Sige. Co.
Terminal Refrigerating & Whsing. Corp.

United States Sige. Co.

FLORIDA

Page 74

Jacksonville
Union Terminal Whse. Co.

Miami

Flash Exp. & Sige. Co., Inc.
Leonard Bros. Tfr. & Sige. Co.
Withers Tfr. & Sige. Co., John E.

Miami Beach
Washington Sige. Co., Inc.

Pensacola
Ferris Whse. & Sige. Co.

Tampa
Lee Terminal & Whse. Corp.

GEORGIA

Pages 74-75

Atlanta
Cathcart Cartage Co.
General Whse. & Sige. Co.
Monroe Bonded Warehouse
Southeastern Bonded Whses.

Augusta
Reliable Transfer Co.

Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII

Page 75

Honolulu
City Transfer Co., Ltd.

IDAHO

Page 75

Boise
Boise Cold Sige. Co.
Peasley Tfr. & Sige. Co.

ILLINOIS

Pages 75-79

Bloomington
Johnson Tfr. & Fuel Co.

Chicago
Available Fpf. Whse., Inc.
Central Fpd. Fwdg. Co.
Crooks Terminal Warehouses
Currier Lee Whse. Co.
Empire Warehouse, Inc.
Gruend-Walker Bateman Co.
Jackson Bros. & Van Co.
Kessel Bros. Sige. Co.
Lincoln Warehouse Corp.
Midland Whse. & Tfr. Co.
Railway Term. & Whse. Co.
Reebie & Bro., W. C.
Seng Terminal Whse. Co.
Spartan Terminal Warehouses
Tooker Sige. & Fwdg. Co.
Wakem & McLaughlin, Inc.
Werner Bros. & Kennedy Co.
Western Warehousing Co.

Chicago Heights
Austgen Exp. & Sige. Co.

Danville
Danville Tfr. & Sige. Co.

Des Plaines
Desatur Warehouse Co.

Elgin
Elgin Sige. & Tfr. Co.

Joliet
Joliet Whse. & Tfr. Co.

Macomb
Central States Whses., Inc.

Madison
Crandall Tfr. & Whse. Co.

Peoria
Federal Warehouse Co.

Rockford
Bartlett Warehouse

Rockford Sige. Whses.

Rock Island
Rock Island Tfr. & Sige. Co.

INDIANA

Pages 79-81

Evansville
Belmont Moving & Sige., Inc.
Johnson Terminal Corp., Mead
Lex Terminal Whse. Co.
Sterling Products Co.

Fort Wayne
Fort Wayne Storage Co.
Pettit Sige. Whse. Co.

Hammond
Fisher Tfr. & Fpf. Whse.

Indianapolis
Coburn Sige. & Whse. Co., Henry
Mann Tfr. & Sige. Co.
Strohm Whse. & Cartage Co.
Tripp Warehouse Co.

Warehouse Distributing Corp.

Terre Haute
Bauermeister Term. Co.

IOWA

Pages 81-82

Cedar Rapids
Cedar Rapids Tfr. & Sige. Co., Inc.
Council Bluffs
Ford Bros. Van & Sige. Co.

Davenport
Ewert & Richter Exp. & Sige. Co.
Merchants Tfr. & Sige. Co.

Des Moines
Blue Line Sige. Co.
Merchants Tfr. & Sige. Co.
White Line Tfr. & Sige. Co.

MASON CITY

Cadwell Tfr. & Sige. Co.
Mason City Warehouse Corp.

OTTUMWA

Daggett-Haw Co.

WATERLOO

Iowa Warehouse Co.

KANSAS

Pages 82-83

Emporia
Bailey Tfr. & Sige. Co., L. R.
Garden City
Underwood Transport Corp.

Hutchinson
Cody Tfr. & Sige. Co.

Kansas City
Inter-State Tfr. & Sige. Co.

Topeka
Topeka Tfr. & Sige. Co.

Wichita
Brokers Office & Whse. Co.
Gould Tfr. & Sige. Co.
Central Warehouse & Sige. Corp.
Mid-Continent Warehouse Co.
United Warehouse Co.

KENTUCKY

Page 83

Lexington
Union Tfr. & Sige. Co.

Louisville
Represa Sige. Co., Inc.
Louisville Public Whse. Co.

O. K. Sige. & Tfr. Co.

Safety Tfr. & Sige. Co., Inc.

LOUISIANA

Pages 83-84

Alexandria
Carnahan's Transfer & Storage

New Orleans
Blainville Whse., Inc.
Commercial Terminal Whse. Co., Inc.
Douglas Shippes Sige. & Douglas Public Serv. Corps.
Gallagher Tfr. & Sige. Co., Inc.
Independent Whse., Inc.

MAINE

Page 84

Bangor
McLaughlin Warehouse Co.

Portland
Galt Block Warehouse Co.

MARYLAND

Pages 84-85

Baltimore
Baltimore Fidelity Whse. Co.
Baltimore Storage Co.

Camden Whses.

Central Warehouse Co.

Darlington Tfr. & Sige. Co.

Desaulty Storage Co.

Geips, J. Norman

McCormick Warehouse Co., Inc.

Monumental Sige. & Carpet Cleaning Co.

Security Sige. Co., Inc.

Terminal Whse. Co.

Hagerstown
Hagerstown Sige. & Tfr. Co.

MASSACHUSETTS

Pages 85-88

Boston
Bankers Warehouse Co.

Buckley Co., T. G.

Burkhardt, A. G.

Congress Stores, Inc.

Dunn Co., D. W.

Federal Whse. Co., Inc.

Fitz, Francis

Hoosac Sige. & Whse. Co.

Manufacturers Whse. Co.

Quincy Market Cold Sige. & Whse. Co.

Wiggins Terminals, Inc.

Cambridge
Clark & Reid Co.

Fall River
Kline Storage Co.

Mackenzie & Winslow, Inc.

Fitchburg
Montuor Bros., Inc.

Lowell
Atlantic States Whse. & Cold Sige. Corp.

Lynn
Lynn Sige. Whse. Co.

Millis
Millis Sige. & Whse. Co.

Springfield
Atlantic States Whse. & C. S. Corp.

Connecticut Valley Sige. Whse. Co.

Hartford Despatch & Whse. Co.

Kneeland, Bill

Sullivan the Mover, Inc., J. J.

Worcester
Fowler Sige. & Sales Co.

Northeastern Sige. & Dist. Co.

School St. Sige. Whse. Co., Inc.

MICHIGAN

Pages 88-91

Cadillac
Cadillac Sige. & Tfr. Co.

Detroit
Bauer Tfr. & Sige. Co.

Detroit
Detroit Storage Co.

Central Detroit Whse. Co.

Detroit Harbor Terminals, Inc.

Federal Warehouse Co.

Grand Trunk Ry. Term. & C. S. Co.

Ivory Sige. Co., John F.

Jefferson Terminal Whse.

Rivertown Sige. & Garage Co.

Service Warehouse, Inc.

United States Whse. Co.

Wolverine Storage Co.

FLINT

Allen Sige. & Moving Co.

Central Warehouse Co.

Grand Rapids

Columbus Sige. & Tfr. Co.

Grand Rapids Sige. Co.

Kent Storage Co.

Merchants Sige. & Tfr. Co., Inc.

Richards Sige. Corp.

Kalamazoo

National Storage Co.

Lansing

Fireproof Sige. Co.

Lansing Storage Co.

Muskegon

Richards Storage Corp.

Pontiac

Gaukler Fpf. Sige.

Saginaw

Central Whse. Co.

MINNESOTA

Pages 91-93

Duluth
Duluth Van & Sige. Co.

St. Paul
St. Paul Sige. & Van Co.

Minneapolis

Cameron Tfr. & Sige. Co.

Kedney Warehouse Co.

Minneapolis Term. Whse. Co.

Northwestern Term. Co.

Northwest Warehousing Co.

Widholm Tfr. & Sige. Co.

Rochester

Ort's Tfr. & Sige.

St. Paul

Central Warehouse Co.

Fidelity Sige. & Tfr. Co.

Kedney Warehouse Co.

St. Paul Term. Whse.

MISSISSIPPI

Page 93

Jackson
Ricks Storage Co.

MISSOURI

Pages 93-95

Joplin
Joplin Tfr. & Sige. Co.

Tonnes Tfr. & Sige. Co.

Kansas City

A-B-C Fpf. Whse. Co.

Adams Sige. & Sige. Co.

Central Storage Co.

Crooks Terminal Whses.

Monarch Tfr. & Sige. Co.

Murray Tfr. & Sige. Co., W. E.

Radial Warehouse Co.

United Warehouse Co.

Walnut Sige.

Marshall

Brown Truck Co.

St. Joseph

St. Joseph Tfr. & Sige. Co.

Terminal Whses. of St. Joseph, Inc.

St. Louis

General Warehousing Co.

Langan Sige. & Van Co., Ben A.

Lincoln Warehouse Co.

Long Whse., S. N.

St. Louis Mart. Inc.

St. Louis Terminal Whse. Co.

MONTANA

Page 95

Butte
Christie Tfr. & Sige. Co.

NEBRASKA

Pages 95-96

Hastings
Barley Sige. & Tfr. Co.

Lincoln
Sullivan Tfr. & Sige. Co.

Union Terminal Whse. Co.

Omaha

Ford Bros. Van & Sige. Co.

Gordan Sige. Whse., Inc.

Knowles Fpf. Whse., Inc.

Pacific Sige. & Whse. Co.

Terminal Warehouse Co.

NEW JERSEY

Pages 96-98

Asbury Park
Bowers, Arthur G.

Stiles Express

Atlantic City
Eldredge Exp. & Sige. Whse. Co.

Bradley Beach
Anderson's Exp. & Stge.
Camden
Park Stge. Whse. Co.
East Orange
Coyne Stge. Whses., Richard
Lincoln Storage Whses.
Overton Stge. Whse.
Hackensack
Holman, Geo. B.
Jersey City
Goodman Warehouse Corp.
K & E Liberty Van Co.
Newark
Berk Warehouse Co.
Knickerbocker Stge. Whse. Co.
Kroeger, Joseph
Lehigh Whse. & Transp. Co., Inc.
Model Stge. Whses.
New Brunswick
Wales, Inc., Charles T.
Paterson
Safety Storage Co.
Red Bank
Anderson Bros.
Trenton
Manning's Sons, A. V.
Petry Exp. & Stge. Co.

NEW YORK

Pages 98-106

Albany
Albany Term. & Security Whse. Co.
Central Ry. Term. & C. S. Co., Inc.
Hudson River Stge. & Whse. Corp.
Amsterdam
Maus, Inc., George H.
Auburn
Auburn Draying Co., Inc.
Binghamton
Conklin & Son, E. W.
Conlon Storage Co.
Southes, Inc., John B.
Brooklyn
Eagle Stge. & Whse. Co.
Flink & Sons, L.
Long Island Stge. Whses.
Reilly's Sons, Peter F.
Strong, Inc., Chas. D.
Stranahan Alter D.
Strange Warehouses, Wm. H.
Buffalo
Cook, Inc., George J.
Glen & Sons, Inc., O. J.
Keystone Whse. Co.
Keweenaw Whse. Co.
Larkin Co., Inc.
Market Terminal Whse.
Monarch Stge. & Whse. Co., Inc.
Elmira
Birberg Sons, Jos.
Rice Storage Corp., A. C.
Forest Hills, L. I.
Forest Hills Fpf. Stge.
Great Neck, L. I.
Great Neck Stge. Co., Inc.
Hempstead, L. I.
Hempstead Stge. Co.
Jackson Heights, L. I.
Flynn, Stge. Whse.
Kelley, Inc., Fred G.
Jamaica
Jamaica Stge. Whse. Co., Inc.
Jamaica Term. Corp.
Kew Gardens, L. I.
Kew Gardens Stge. Whse.
Mt. Vernon
Chelsea Fpf. Stge. Whse., Inc.
Newark Stge. Whse.
Central Leonard Whse. Co.
Newburgh Tfr. & Stge. Co., Inc.
New Rochelle
Marion Tfr. & Stge. Co.
O'Brien's Fpf. Stge. Whse., Inc.
New York City
Atlas Fpf. Stge. Whse. Co., Inc.
Beverly Hills Co., Inc.
Bowery Green Stge. & Van Co.
Bronx Refrigerating Co.
Byrnes Brothers Whses., Inc.
Byrnes, W. L.
Chelsea Fpf. Stge. Whses., Inc.
Columbia Stge. Whses.
Cuneo Stge. Co., Inc.
Day & Meyer, Murray & Young
Dayton Stge. Co., Inc.
Dunham, Reid, Inc.
Gilbert Stge. Co.
Globe Fpf. Stge. Whse. Co., Inc.
Hahn Bros. Fpf. Whse. Co.
Lackawanna Terminal Whses., Inc.
Liberty Ftr. Fwdg. & Whse. Co., Inc.
Lincoln Warehouse Corp.
Morgan & Brothers
Mott Haven Stge. Whse. Co.
Mulligan Midtown Whses., Inc.
Sofia Brothers, Inc.
Niagara Falls
Young's Fpf. Whse.
North Tonawanda
Thurman Transportation & Stge., Inc.
Poughkeepsie
Eighmie, John A.
Rochester
Blanchard Storage Co., Inc.
Clancy Carting Co., Inc., Geo. M.
Clancy Carting & Stge. Co., Inc.
Gottsy Carting Co., Sam
Monroe Warehouse Co., Inc.
Rochester Stge. Whses.
Service Storage Co.
Sehenshade
McCormack Highway Transportation, Inc.
Syracuse
Flagg Stge. Whse. Co.
Great Northern Whse. Co., Inc.
King Stge. Whse., Inc.
Tarrytown
Washington Storage & Whse.

Troy
Lee & Co., Wm.
Utica
Broad Street Whse. Corp.
Jones-Clark Trucking & Stge. Co., Inc.
Watertown
Mohr-Buck & Winslow, Inc.
West New Brighton, S. I.
Morris, Inc., Wm. A.
White Plains
Carpenter Storage, Inc.
Evans & Sons, Inc., J. H.
Stahl & Sons, John
Yonkers
Feuer Stge. Whse.
McCann's Stge. Whse. Co.

NORTH CAROLINA

Page 109

Burlington
Barnwell Whse. & Brokerage Co.
Charlotte
American Stge. & Whse. Co.
Carolina Tfr. & Stge. Co.
Standard Bonded Whse. Co.
Union Stge. & Whse. Co.
Gastonia
Tfr. & Stge. Co.
Greensboro
Rucker Bonded Whse. Corp.
Raleigh
Carolina Stge. & Dist. Co.
Wilmington
Farrar Tfr. & Stge. Whse.
Winston-Salem
Lentz Tfr. & Stge. Co.

NORTH DAKOTA

Page 109

Fargo
Union Stge. & Tfr. Co.
Grand Forks
Kedney Warehouse Co.

OHIO

Pages 109-113

Akron
City View Stge. Co.
Cotter Warehouses, Inc.
Knickerbocker Whse. & Stge. Co.
Cincinnati
Cincinnati Term. Whses., Inc.
Cincinnati Process Whse. Co.
Consolidated Trucking, Inc.
Pagels Stge. Co., The Fred
Security Storage Co.
Cleveland
Bramley Storage Co.
Curtis Bros. Tfr. Co.
Distribution Term. & C. S. Co.
E. 45th St. Whse. Co., The
Kulchuk Stge. Co.
Lederer Term. Whse. Co.
Lincoln Storage
Neal Storage Co.
Columbus
Columbus Warehouses, Inc.
Cotter Warehouses
E. 45th St. Whse. & Stge. Co.
Fireproof Whse. & Stge. Co.
Merchandise Whse. Co.
Nelson Warehouse Co.
Swornstorf Stge. & Van Co.
Dayton
Gem City Brokerage & Whse. Co.
Larkin Tfr. & Stge. Co.
Linn Whse. & Stge. Co., Thos. F.
Lakewood
Lakewood Storage, Inc.
Marion
Merchants Transfer Co.
Middletown
Jackson & Sons Co.
Springfield
Werner Warehouse Corp.
Steubenville
Travis Company, Z. L.
Toledo
General Fpf. Stge. Co.
Great Lakes Term. Whse. Co.
Lee & Sons Co., The H. C.
Merchants & Manufacturers Whse.
Co.
Robinson Cartage Co.
Toledo Merchants Delivery Co.
Toldeo Terminal Whse., Inc.
Troy
City Tfr. & Stge. Co.
Youngstown
Herbert & Sons Co., The Wm.

OKLAHOMA

Pages 113-114

Enid
End Tfr. & Stge. Co.
Oklahoma City
Commercial Warehouse Co.,
O. K. Tfr. & Stge. Co., Inc.
Red Ball Inc., Tfr. & Stge. Co., The
Rock Island Tfr. & Stge. Co.
Oklahoma City
Griffin, Hal
Tulsa
Federal Storage Co.
Hodges, Joe
Tulsa Term. Stge. & Tfr. Co.
Woodward
Shugart Tfr. & Stge.

OREGON

Page 114

Klamath Falls
Klamath Warehouse
People's Warehouse
Portland
Colonial Whse. & Tfr. Co.
Holman Tfr. Co.
Northwestern Tfr. Co.
Oregon Transfer Co.
Rapid Tfr. & Stge. Co., Inc.
Wilhelm Whse. Co., Budie

PENNSYLVANIA

Pages 115-119

Bethlehem
Lazarus 20th Century Stge., F. G.
Lehigh & New England Term. Whse.
Co.

Cheswick
Headley's Exp. & Stge. Co., Inc.

Donora
Zeffiro Tfr. & Stge., Al

Erie
Eric Stge. & Carting Co.

Harrisburg
Central Stge. & Tfr. Co.

Hazleton
Hazleton Storage Co.

Karn's Auto Tfr.

Johnstown
Johnstown Term. Stge. Co.

Leopold Storage Co.

Lancaster
Keystone Exp. & Stge. Co.

New Castle
Lancaster Stge. Co.

Olli City
Keystone-Lawrence Tfr. & Stge. Co.

Philadelphia
Atlas Stge. Whse. Co.

Pittsburgh
Pittsburgh Storage Co.

Reading
Reading Cold Stge. & Ice Co.

Scranton
Electric City Trans. Co.

Post, Robert F.

Quackenbush Whse. Co.

Uniontown
Keystone Tfr. Co.

Wilkes-Barre
Wilkes-Barre Whsg. Co.

Williamsport
Williamsport Stge. Co.

RHODE ISLAND

Page 119

Providence
Cady Moving & Stge. Co., Inc.
Jones Warehouses, Inc.
Terminal Whse. Co. of R. I., Inc.

SOUTH CAROLINA

Pages 119-120

Charleston
Bowman Transportation Co.
Charleston Whse. & Fwdg. Co.
Florence
Privette & Mozingo

SOUTH DAKOTA

Page 120

Aberdeen
Aberdeen Storage Co.
SIOUX FALLS
Strahon Tfr. & Stge.

TENNESSEE

Page 120

Chattanooga
Arron Tfr. & Stge. Co.

Knoxville
Fireproof Stge. & Van Co.

Roseville
Rowe Tfr. & Stge. Co.

Memphis
Poston Stge. Whses., Inc., John H.

Rose Warehouse Co.

Nashville
Bond, Chadwell Co.

Price-Bass Co., The

TEXAS

Pages 121-122

Amarillo
Armstrong Tfr. & Stge. Co., Inc.

Austin
Scohey Fpf. Whse.

Brownwood
Brownwood Stge. & Dist. Co.

Johnson
Johnson Stge. & Dist. Co.

Dallas
American Tfr. & Stge. Co.

Dallas
Dallas Tfr. & Term. Whse. Co.

Dallas
Dallas Term. Whse. Co.

Inter-State Fpf. Stge. & Tfr. Co.

El Paso
Daniel Stge. Co., R. L.

Fort Worth
Blynon-O'Keefe Fpf. Stge. Co.

Harris
Harris Whse. Co., Temple

Harlingen
Jones Tfr. & Stge. Co., Inc.

Houston
Patrick Tfr. & Stge. Co.

University
University Term. Whse. Co.

Wichita Falls
Wichita Falls Tfr. & Stge. Co.

Port Arthur
English Tfr. & Stge. Co.

San Antonio
Merchants Tfr. & Stge. Co.

Wilhelm Whse. Co.

Muegge-Jenull Whse. Co.

Scohey Fpf. Stge. Co.

Southern Transfer Co., Inc.

Tyler

Tyler Whse. & Stge. Co.

Wichita Falls

Tarry Whse. & Stge. Co.

UTAH

Page 122-123

Ogden

Western Gateway Stge. Co.

Salt Lake City

Central Warehouse

Jennings-Cornwall Whse. Co.

Security Stge. & Com. Co.

VERMONT

Page 123

Burlington

Hutchins, J. M.

 VIRGINIA

Page 123

Norfolk

Bell Stge. Co., Inc.

Richmond

Brooks Tfr. & Stge. Co., Inc.

Fisher, J. A.

Roanoke

Pitzer Transfer Corp.

Roanoke Public Whse.

 WASHINGTON

Page 124

Seattle

Crone Stge. Co., Inc.

Eyres Stge. & Dist. Co.

Levitt Van & Stge. Co.

Olympic Whse. & C. S. Co.

Reliable Tfr. & Stge. Co.

Taylor Edwards Whse. & Tfr. Co. Co.

United Warehouse Co.

Winn & Russell, Inc.

Spokane

Cater Tfr. & Stge. Co.

Pacific Tfr. Co.

Spokane Tfr. & Stge. Co.

 WEST VIRGINIA

Page 124

Huntington

Maier Terminal Whses., Inc.

 WISCONSIN

Pages 124-125

Eau Claire

Eau Claire Whse. Co.

La Crosse

Gateway City Tfr. Co.

La Crosse Term. Whse.

Madison

Union Tfr. & Stge. Co.

Milwaukee

Atlas Storage Co.

Coxley Storage Co.

Hanssen Storage Co.

Lincoln Fpf. Whse. Co.

Sullivan Royal Tfr.

Terminal Warehouse Co.

Racine

Racine Stge. & Tfr. Co.

Sheboygan

Meers Tfr. & Stge. O. H.

Sheboygan Furn. Fwdg. Co.

 CUBA

Page 125

Havana

Cuban Warehouses Corp.

CANADIAN WAREHOUSE SECTION

 BRITISH COLUMBIA

Page 126

Vancouver

Crone Storage Co., Ltd.

Johnston National Stge., Ltd.

 MANITOBA

Page 126

Winnipeg

Ferguson Bros. Stge.

Security Stge. Co., Ltd.

Winnipeg Storage, Ltd.

 ONTARIO

Page 126-127

Hamilton

Hill the Mover

London

Hill the Mover

Ottawa

Dominion Whsing. Co., Ltd.

Fournier, Ltd., L. G.

Toronto

Canadian Rail & Harbour Terminals, Ltd.

Ltd.

City Storage, Limited

Hill the Mover

Pickard, Ltd., W. J.

Tippet-Richardson, Ltd.

 QUEBEC

Page 127

Montreal

Montreal Rail & Water Terms., Ltd.

Morgan Trust Co.

National Terms. of Canada, Ltd.

Westmount

Westmount Tfr. & Stge., Ltd.

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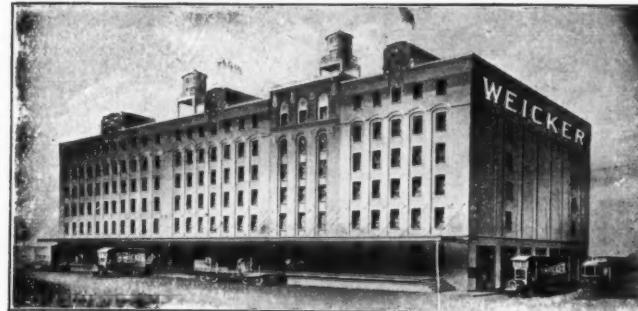
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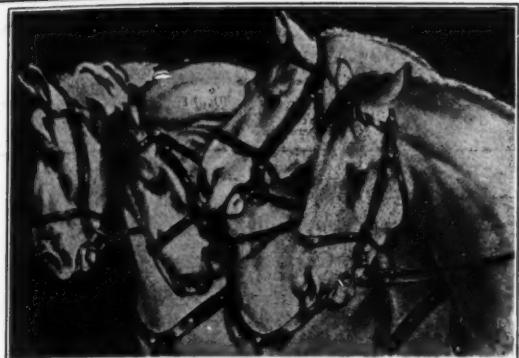
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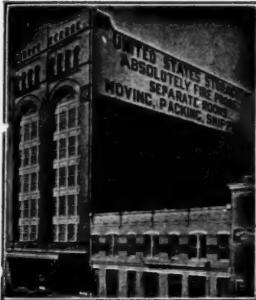
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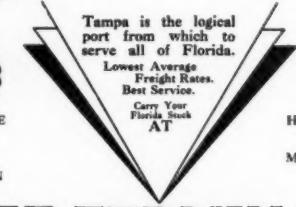
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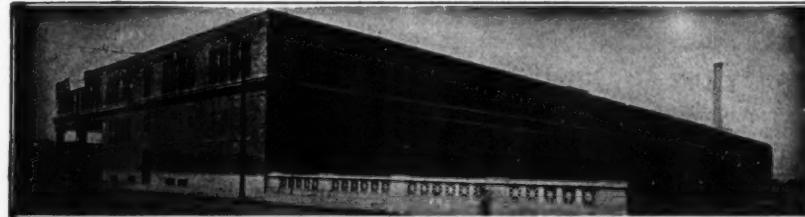
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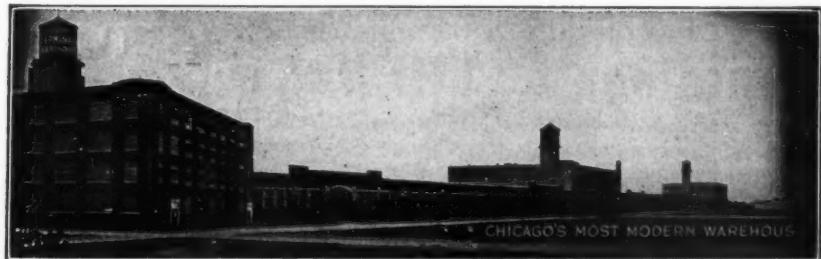
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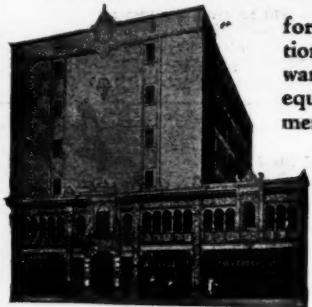
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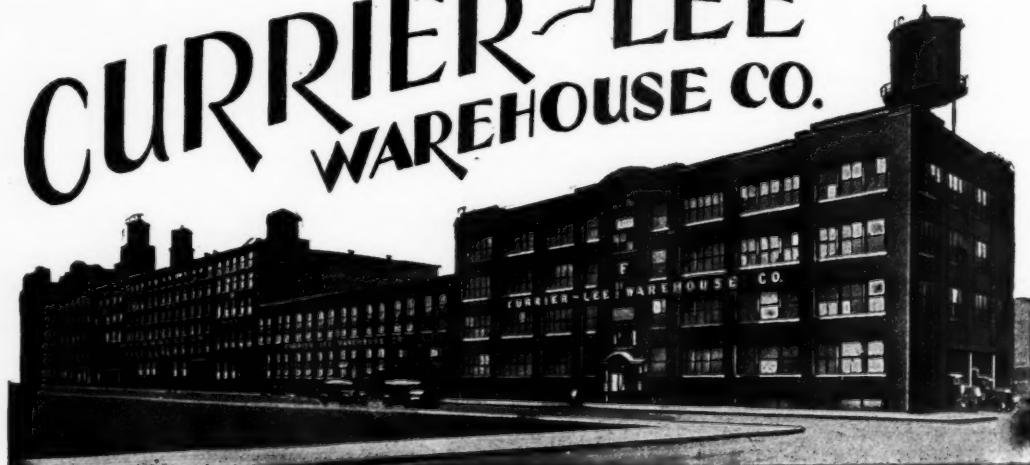
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No Cartage
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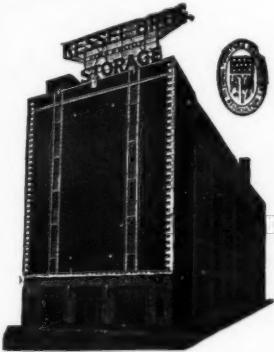
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(ESTAB. 1903)

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Storage for household goods and Merchandise Distributing. Conveniently located
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Chicago freight rates apply.

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Located in Center of Business District
We have our own truck line and are equipped to make prompt deliveries
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Private siding—C. C. & St. L. R. R.

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Let us send you a map showing how easy it is to cover the State from Des Moines.
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200 Package Cars Daily Out of Des Moines
Offers a quick distribution.

TRY OUR SUPERIOR SERVICE

35 years' warehousing nationally known accounts gives you Guaranteed Service

Daily reports of shipments and attention to every detail.

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Experience—Facilities—Ability
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Hub of Northern Iowa
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Fireproof Storage of All Kinds

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Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

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A Fleet of ten Motor Trucks.
Can take care of your every requirement on Merchandise and Household Goods.
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Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
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Merchandise Storage.An Ideal Distribution Point for Kansas.
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GARDEN CITY, KANS.

Sales Building Distribution

BY

Overnite Delivery to Points Between Wichita and Denver
Merchandise Storage—Carload Distribution
Route Cars Via Santa Fe R. R. Co.

THE UNDERWOOD TRANSPORT CORP.

HUTCHINSON, KANSAS

N. F. W. A.—A. W. A.

CODY
Transfer & Storage Co.Fireproof Warehouse—Merchandise and Household Goods
Private siding—Free switching—Pool car distribution

KANSAS CITY, KANSAS

Inter-State Transfer and Storage Company

FIREPROOF WAREHOUSE

Packing, Moving, Storing and Shipping
738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3420

TOPEKA, KANSAS

O. H. White, Pres.

N. F. W. A. A. W. A.

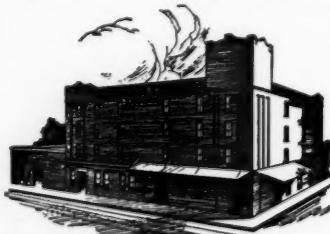
E. F. Dean, Sec.

W. F. Atell, Treas.

THE TOPEKA
Transfer &
Storage Co.,
Inc.
Established 1880

Three Houses for
Merchandise and
Household Goods

Private switch connections with the A. T. & S. F., C. B. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.



WICHITA, KANSAS

A Modern Distribution and
Warehousing Service

Brokers Office & Warehouse Co.

Murray E. Cuykendall, Gen. Mgr.

WHAT IT MEANS TO YOU

Not something for nothing, but doing what you want done intelligently, economically and promptly.

AT YOUR SERVICE

WICHITA, KANSAS

J. C. CASSELL, Pres. A. E. LAIRD, Gen. Mgr.

CASSELL TRANSFER & STORAGE COMPANY

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

123-124-125 North Rock Island Ave.

In the Heart of the Wholesale District
Established in 1921

We offer every service known to modern warehousing and distribution.

Our rates are reasonable. Will quote by request. All inquiries cheerfully answered, and references furnished.

Member: K. W. & T.—Wich. T. & A.

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The Central Warehouse and Storage Corporation
135-141 North Santa Fe Street, Wichita, Kansas

Established 1914

Merchandise Storage Only

We have over 50,000 square feet storage space. Storage and distribution rates quoted on application. Reinforced steel and concrete, fire-proof building. Very low insurance rates. One hour delivery service. Located on the Wichita Terminal Association and Atchison Santa Fe railroad tracks. Chicago Rock Island, St. Louis, San Francisco, Missouri Pacific Railroads. Own private track with facility to handle six cars. Local distribution by our own trucks. We specialize in pool car service.

"Courtesy and Service"

WICHITA, KANSAS

MID-CONTINENT
WAREHOUSE COMPANY

BONDED

East William St., Commerce to Santa Fe

MERCHANDISE STORAGE
DISTRIBUTIONA SUPERIOR SERVICE REASONABLY
AND INTELLIGENTLY RENDERED

CHAS. KNORR, Manager

Telephone 3-5289

Forty years' experience in handling merchandise

The Men Who Distribute

Cream of Wheat

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

WICHITA - KANSAS

UNITED WAREHOUSE CO.
Merchandise Warehouses
STORAGE FORWARDING AND DISTRIBUTING
CAPITAL \$100,000.00
Write for our booklet
"DISTRIBUTION FACTS FOR TWO BIG MARKETS"
WICHITA, KANS.
815 East 2nd St.
Member of A. W. A.
KANSAS CITY, MO.
2114 Central St.

LEXINGTON, KY.

THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

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FIREPROOF STORAGE COMPANY, Inc.
308 W. LIBERTY ST.
MODERN FIREPROOF H. H. GOODS DEPOSITORY
MOVE—PACK—SHIP
Member S. W. A.

LOUISVILLE, KY.

Louisville Public Warehouse Company
25 WAREHOUSES \$750,000 CAPITAL
Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mdse. — H. H. Goods

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J. M. Walker, Pres. A. A. Botts, Sec'y.
OK STORAGE & TRANSFER CO. INCORPORATED
Operating WAREHOUSES
Memphis
New Orleans
Louisville
Member N. F. W. A.
Fireproof Warehouse
1104 East Broadway

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**SAFETY TRANSFER AND
STORAGE CO., INC.**
"Louisville's Leading Movers & Packers"
Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

ALEXANDRIA, LA.

Alexandria, in the Heart of Louisiana

The meeting point of six railroads, giving quick service to every section of the State.
We operate the only Brick and Concrete Bonded Warehouse in the City. Private Spur Connection with all lines.
Truck and Team Transportation, Long Distance Hauling.
Prompt attention given inquiries.

CARNAHAN'S TRANSFER & STORAGE
SECOND and XAVIER STREETS
Members of A. W. A. and N. F. W. A.

NEW ORLEANS, LA.

Importers' Bonded Warehouse
and

Bienville Warehouses Corporation, Inc.
R. W. DIETRICH, President
NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.
200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government.
Office, 340 Bienville St.

Member A. C. W.—A. W. A.

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NEW ORLEANS

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

MODERN STORAGE WAREHOUSES
MERCHANTISE DISTRIBUTORS

Commercial Terminal Warehouse Co., Inc.

N. Peters Conti Clay and St. Louis Se.
Offices 402 N. Peters
Represented by National Warehousing, Inc.
New York, Chicago, San Francisco

NEW ORLEANS, LA.

Douglas Shipside Storage &
Douglas Public Service Corps.

New Orleans, La.
Sprinklered storage—1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity—60 cars.
Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 55 trucks.
Insurance Rates 12c. to 22c.

Represented by
Distribution Service, Inc.
New York Chicago
San Francisco



The Men Who Distribute

American Crayons

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and consult the Directory of Warehouses

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GALLAGHER TRANSFER AND
STORAGE CO., INC.

927-945 Magazine St.

Modern

Fireproof Warehouse

You may depend on us
to treat your clients
as our own when you
call on us to serve them
in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipside connection.
Electrical unloading and piling devices provided to eliminate damage
in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

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McLAUGHLIN WAREHOUSE CO.
Established 1875 Incorporated 1918

General Storage and Distributing



Rail and Water Connection—Private Siding
Member
American Chain of Warehouses
American Warehousemen's Association
National Furniture Warehousemen's Association



PORTLAND, MAINE

Galt Block Warehouse Company

Portland, Maine
Storage, General Merchandise, Household Goods and
Automobiles
Private track, sprinkler equipped, low insurance rate. Storage in
Transit on Flour, Cereals and Canned Goods.
Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
Rail and Water FacilitiesPool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

BALTIMORE, MD.

Established 1905

THOS. H. VICKERY, Pres.

BALTIMORE
STORAGE CO.

Every facility for the handling of your shipments

Charles and
26th Sts.
Fireproof
Warehouse

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Est. 1904

CENTRAL WAREHOUSE CO., INC.

Rail Connections — Motor Trucks — Pool Car Service
Merchandise Storage and Distribution
Complete Branch Warehouse Service — Low Insurance Rates
Located in Heart of Wholesale and Jobbing District
4 Blocks from Actual Center of City
515-525 W. Baltimore St. — 502-508 W. Redwood St.

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Established 1896
Branch Offices: N. Y., Wash., Phila., NorfolkTHE DAVIDSON
TRANSFER AND STORAGE CO.

Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
Consign all shipments to Camden Station, via B. & O.—Calvert Station, P. R. R.
—President St. Station, P. R. R.—Hillen Station, W. M.
Member of Maryland Furniture Warehousemen's Ass'n

BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise
Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

BALTIMORE, MD.

Fireproof Storage Warehouses

General Offices: 524-530 West Lafayette Ave.

Two warehouses located conveniently to West, Northwest and North Baltimore. Storage of H. H. G., Office Furniture, Silverware, Rugs and Rug Cleaning.

General Merchandise Distribution—Store-door Delivery, Pool Cars, Local Moving—Packing—Shipping.

Long Distance Moving—20 Mack Vans

Member of:
Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association

BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg.

Rail Connections

BALTIMORE, MD.

Established 1879

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& CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE, MD.
ABSOLUTELY FIREPROOF WAREHOUSE
FURNITURE STORAGE—PACKING—MOVING
CARPET CLEANING

Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

Security Storage Company

Incorporated
C. J. HAMILTON, President

15 W. North Avenue

FIREPROOF WAREHOUSES
MOTOR EQUIPMENT
EFFICIENT SERVICE
TO WAREHOUSEMEN

Members of

Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association
Canadian Storage & Transfermen's Association

BALTIMORE, MD.

Distribute your merchandise to your patrons
through Baltimore, Md., in car lots via Penn-
sylvania Railroad.

1. Because of the differential freight rate of 3c per 100 pounds in favor of Baltimore to and from the West.
2. Because The Terminal Warehouse Company as warehousemen and distributors can effect economies for you.
3. Because The Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of The Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.

The Terminal Warehouse Company
of Baltimore City

Member of
American Warehousemen's Association, Maryland Warehousemen's Association,
Chamber of Commerce of U. S., Baltimore Assoc. of Commerce, Baltimore
Chamber of Commerce

HAGERSTOWN, MD.

HAGERSTOWN STORAGE & TRANSFER CO.
GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate
Motor Truck Service

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24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

The Men Who Distribute

Detroit Paints

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and consult the Directory of Warehouses

BOSTON, MASS.

T. G. BUCKLEY CO.

Operating

Dorchester Fireproof Storage Warehouse

A complete service since 1880

Packing—Moving—Shipping—Storing



Your Boston shipments will receive our
particular attention

Members N.F.W.A., A.W.A., Mass. W.A., Can. W.A.

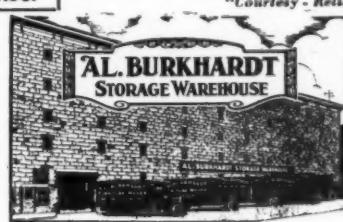


690 Dudley St.

Boston

BOSTON, MASS.

PACKERS
MOVERS
SHIPPERS
STORAGE



OFFICE
HOUSEHOLD
COMMERCIAL
GOODS

"Courtesy - Reliability - Service"

MOVING — PACKING — CRATING
VERY LATEST EQUIPMENT - EXPERT, CAREFUL WORKMEN
We Operate Our Own Modern Storage

AL. BURKHARDT

Office: JAMACIA PLAIN STORAGE WAREHOUSE
236 LAMARTINE ST. 620 PARKER ST., ROXBURY

BOSTON, MASS.

PACKING MOVING
D.W. DUNN CO.
STORING SHIPPING

Telephone HANCOCK 8000 connecting all departments



PACKING—We pack China, Bric-a-Brac, Silverware, Books, Wedding Gifts and Household Goods.

MOVING—Specialists in Local, Suburban and Long Distance Moving.

STORING—Place at your disposal the most Modern Warehouses for the Storage of Household Goods, Pictures, etc.

SHIPPING—Household Furniture and Office Equipment shipped to all parts of the World.

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Main Office: 46 BROMFIELD STREET, Boston, Mass.

Member—N. F. W. A.

Member—Massachusetts Warehousemen's Assoc.



BOSTON, MASS.

CONGRESS STORES, INC.

PERSONAL
SERVICE
GENERAL
MERCANDISE STORAGE
CENTRAL
LOCATION

*Pool Car Distribution**Sidings on N. Y., N. H. & H. R. R.*

38 STILLINGS ST.

BOSTON

BOSTON, MASS.

FRANCIS FITZ CO.

Established 1872

25-34 Pittsburgh St.

General Merchandise Storage

POOL CAR DISTRIBUTION

With our own trucking equipment covering all points
in Metropolitan district

*Low Insurance Rate

Six car siding N.Y., N.H. & H.R.R.

*Member Mass. Warehousemen's Assoc.

BOSTON, MASS.

**Quincy Market Cold Storage and
Warehouse Co.**

CAPITAL \$5,250,000.00

ESTABLISHED 1881

FREE—STORAGE—BONDED*Warehouses Connected with All Railroads Entering Boston*

CHARLES RIVER STORES
ALBANY TERMINAL STORES
SUMMER STREET STORES

Daily Trucking Service Within Nine Mile Radius

Warehouse Receipts Accepted by All Banks

Special Attention to Distribution

Main Office, 178 Atlantic Ave., Boston

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FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
General Merchandise. Storage and distribution. Negotiable and Non-negotiable
warehouse receipts. Space reserved for merchandise requiring non-freezing tem-
perature.Pool Car Shipments — Auto Truck Service
William F. Heavey, President and General Manager

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Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

WOOL STORAGE

Free-Bonded

**MANUFACTURERS'
WAREHOUSE COMPANY**Warehouse Receipts
Negotiable—Non-NegotiableFireproof Construction
In the Wool District—Excellent FacilitiesSiding on
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Boston, Mass.

BOSTON, MASS.

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Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

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SERVICE THAT SATISFIES



CLARK & REID COMPANY, Inc., 380 GREEN ST.,
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PACKING STORING SHIPPING OF HOUSEHOLD GOODS
WE ALSO HANDLE SHIPMENTS FOR BOSTON

FALL RIVER, MASS.

BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

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Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking.

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Mackenzie & Winslow,
Inc.

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General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

FITCHBURG, MASS.

MONTUORI BROS., Inc.

Storage, Trucking and Pool Car Distribution

Territory Covered, Daily: Boston, Ayer, Fitchburg, Leominster
Ashburnham, Winchendon, Westminster, Gardner, Athol, Orange,
Greenfield, Worcester, Keene, N. H., Springfield.

Quick and Efficient Service

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FIREPROOF, SPRINKLERED—LOW INSURANCE RATE

PRIVATE SIDING—B. & M. R. R.

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Fireproof buildings with Private sidings affording the
utmost protection and service for General merchandise
and household goods. Pool Car Distributors.

154-160 Pleasant Street

Member N.F.W.A.



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Mills Storage and Warehouse Co.

PUBLIC BONDED WAREHOUSES

Household Goods, Pianos, Trunks and Merchandise

Separate Rooms
Steam Heat
Electric Lights
Elevator Service

Insurance and Transportation Supplied

Household Goods Packed and Shipped to all Points

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Atlantic States Warehouse
and Cold Storage
Corporation

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
M. W. A.

Daily Trucking Service to
suburbs and towns within a
radius of fifty miles.

SPRINGFIELD, MASS.

Connecticut Valley Storage
Warehouse Company

79 Page Blvd., Springfield, Mass.

General Merchandise Storage
"We specialize in service."

Our service includes everything that a manufacturer,
distributor, broker or agent desires for himself or his
customers.

B. & A. R. R. Siding—New Haven and B. & M.
Connections

Reference—Any Springfield Bank.

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E. G. Mooney, Pres. J. W. Connally, Vice-Pres.
R. C. Reardon, Mgr.

Hartford Despatch and Warehouse Company

88 Birnie Ave., Springfield, Mass.

A modern storage and distribution service. Daily deliveries via rail, boat, motor
truck, to all principal towns and cities within 150 mile radius. Private rooms for
storage of furniture and special facilities for moving, packing, crating and ship-
ping of household effects. Also warehouses at Bridgeport and Hartford, Conn.
Member of A. W. A., N. F. W. A., A. C. W., Springfield Chamber of Commerce.
Hauling Member of the Allied Van Lines, Inc.

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BILL KNEELAND'S MOTOR EXPRESS
STORAGE WAREHOUSE

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 325 Memorial Ave.

Boston Office: 39 Pearl St. N. Y. Office: 325 Hudson St.

POOL CAR DISTRIBUTION

SPRINGFIELD, MASS.

J. J. Sullivan The Mover, Inc.

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All Kinds

Fleet of Motor Trucks

Hauling Agent: Allied Van Lines, Inc.

WORCESTER, MASS.

BOWLER STORAGE AND SALES COMPANY

handle, store and deliver, carload, less than carload or pool car shipments of general merchandise for manufacturers, agents and brokers. Daily motor trucking service to cities and towns within fifty mile radius.

WORCESTER, MASSACHUSETTS

Logical Point of Distribution for Central New England

WORCESTER, MASS.

NORTHEASTERN
STORAGE & DISTRIBUTING CO.

Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.

School Street Storage Warehouse Co.

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods
General Merchandise Distribution; Pool Car Shipment
Member N. F. W. A.

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Best service in Northern Michigan
Private siding, Free switching service.
Moving—Packing—Storage

CADILLAC STORAGE & TRANSFER CO.
607 Wood Street Cadillac, Mich.

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We Have Doubled Our Facilities
and Doubled Our Service . . .

Two great storage and distributing systems have been merged to increase their usefulness in the warehouse field.

Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouses

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the City of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

CENTRAL DETROIT WAREHOUSE CO.

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.

GENERAL CARTAGE

Transfer of Baggage
Motor Trucking



MOVING

Local and Long Distance
Storage and Packing

Warehouse: 213 Griswold Street
Canadian License

Baier Transfer & Storage Co.

Daily Truck Service Between Detroit and Toledo
Forwarders of Household Goods and Autos to Florida
and Western Coast

Daily Motor Freight Service Between Detroit, Wyandotte, Monroe, Toledo and
Cleveland, South Royal Oak, Birmingham, Pontiac, Flint, Saginaw
and Bay City North.

Main Office: 142 Griswold Street, Detroit, Mich.
Randolph 9710

MEMBERS: Natl. Warehousemen's Assn. Mich. Furn. Warehousemen's Assn.

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CADILLAC STORAGE CO.

11745 Twelfth Street, Corner Tuxedo

FIREPROOF HOUSEHOLD GOODS STORAGE, COLLECTIONS
PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR
CARE

Member N. F. W. A., M. F. W. A.

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FEDERAL
WAREHOUSE COMPANY

Personal Service that is different
Pool car distribution by our own trucks
Lafayette 1157-1135 Try us and be convinced

DETROIT, MICH.



GRAND TRUNK RAILWAY TERMINAL
& COLD STORAGE COMPANY, DETROIT, MICH.

Ferry Ave. E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DETROIT, MICH.

Detroit Harbor Terminals, Inc.

SUCCESSORS TO
DETROIT RAILWAY & HARBOR TERMINALS CO.

West Jefferson at Foot of Clark St., Detroit



Operating one of the finest warehousing properties in the world. Reinforced concrete construction, sprinklered throughout. Railroad trackage inside the building for 22 cars. Our own locomotive eliminates switching delays.

Ship cargo in and out is handled over our docks with modern material handling equipment.

Truck docks are under cover and there is no traffic congestion.

Deliveries to all parts of the city promptly effected.

Distribution of pool cars and re-shipping given careful attention.

GENERAL MERCHANDISE STORAGE—SPACE RENTALS—COLD STORAGE

"The House of Personal Service"

DETROIT, MICH.

JOHN F. IVORY STORAGE CO., Inc.

Moving Engineers

Main Office and Warehouse
6554 Hamilton Ave.

Moving

Packing

Shipping

Storage

Phone: Madison 3960

DETROIT, MICH.

James D. Dunn, President and Treasurer

STORAGE

REMOVALS
PACKING
SHIPPING



“SERVICE WITH SECURITY”

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects. Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

DETROIT, MICH.

SERVICE WAREHOUSE, INC.

1965 Porter St.

Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager.

RIVERSIDE STORAGE and CARTAGE CO.
CASS AND CONGRESS STS.
DETROIT, MICH.

Member of American Warehousemen's Association, National Furniture
Warehousemen's Association.

DETROIT, MICH.



Modern Warehousing in DETROIT

Outstanding Facilities for
General Merchandise and Cold Storage

Begin Using This Exceptional
Service Now. Communicate with

UNITED STATES WAREHOUSE COMPANY
1448 Wabash Avenue, Detroit, Mich.

Detroit Unit of United States Cold Storage Corporation. Plants at Kansas City,
Chicago, Atlanta and Detroit.

*Under construction.



GRAND RAPIDS, MICH.

DETROIT, MICH.

Wolverine Storage Company, Inc.
11850 E. Jefferson Ave.

STORAGE and MOVING
PACKING and SHIPPING
Members N. F. W. A.

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"Service That Satisfies"
EST. 1907

ALLEN STORAGE &
MOVING CO.
FIREPROOF

Every facility and competent organization to handle your shipments
Office: 620 Williams St.
Warehouses: 710 Cornelia St.; 1034 Ann Arbor St.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRUCKAGE

GRAND RAPIDS, MICH.

MOVING—STORAGE—FUMIGATING—PACKING—SHIPPING
GRAND RAPIDS STORAGE CO.

Michigan's Leading Fireproof Storage Building
Lake Drive and Robinson Road, Grand Rapids, Mich.

Members—Allied Van Lines, Inc., National Furniture Warehousemen's Association

Approximately 75% of All Commercial Storage in Grand Rapids

HANDED THRU
"COLUMBIAN"

Express Service at Freight Rates
within a radius of 60 Miles. We
deliver the goods.

The Largest Commercial Warehouse in Western Michigan

POOL CAR DISTRIBUTION — PRIVATE R. R. SIDING — MICHIGAN CENTRAL R. R.

FREE SWITCHING

Located within 4 blocks of all Grand Rapids' Principal Freight Depots

COLUMBIAN STORAGE & TRANSFER CO.

GRAND RAPIDS

MICHIGAN

GRAND RAPIDS, MICH.

KENT STORAGE COMPANY

General Merchandise Cold Storage

Storage—Reforwarding—
Distributing

Members—American Chain of Warehouses
American Warehousemen's Assn.
Front Ave. and Pennsylvania Tracks

GRAND RAPIDS, MICH.

Merchants Storage & Transfer Co. Inc.

Warehousing and Distribution

THE MOST MODERN AND UP-TO-DATE WAREHOUSE IN
GRAND RAPIDS

60,000 sq. ft. Floor Space.

LOW INSURANCE RATES

Three blocks from all large hotels.

IN THE HEART OF THE WHOLESALE DISTRICT

Modern Private Offices for Rent
Storage in connection

Pere Marquette
Railroad Siding

Grandville Ave. at Weston St.
Grand Rapids, Michigan

GRAND RAPIDS, MICH.

RICHARDS WAREHOUSES

Grand Rapids

Muskegon

4,000,000 cubic feet

General Merchandise, Household Goods
Moved, Packed and Shipped

Pool car distribution at freight rates to
Western Michigan

Pennsylvania R.R. Trackage

RICHARDS STORAGE CORPORATION

Member NFWA—AWA—Mich. FWA and Allied Van Lines

Attention Shippers

When you use Distribution and Warehousing for the name of a warehouse in any city, please mention the fact you got the information from this publication. By doing this, you will please the warehouseman and the publishers.

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN
Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse
301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

FIREPROOF STORAGE CO.

H. H. HARDY, Manager
SERVICE—SAFETY—SATISFACTION—GUARANTEED
MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution
Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)



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RICHARDS WAREHOUSES

NFWA—AWA—MFWA—Allied Van Lines

Most central Lake port in Western Michigan.
Pere Marquette Trackage.

General Merchandise—Household Goods Moved—Packed—Shipped
Richards Storage Corporation, 410-420 Morris Street

PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.

GAUKLER FIREPROOF STORAGE CO.
Moving, storing, packing and shipping of household goods

9-11 ORCHARD LAKE AVE.

Operated in conjunction with

PONTIAC CARTAGE COMPANY

359 S. JESSIE ST. AT G. T. R. R.

Merchandise distribution and warehousing

Fireproof warehouse—Office space—Private siding

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office
N. Michigan Ave.

DULUTH, MINN.

Established 1892

Thirty-Two Years of Experience

DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West

Modern Storage Facilities for

Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

SECURITY STORAGE & VAN CO.

106 LAKE AVE. SOUTH

NEW MODERN WAREHOUSE FOR

HOUSEHOLD GOODS AND MERCHANDISE

POOL CAR DISTRIBUTION

FREE SWITCHING

MINNEAPOLIS, MINN.

Established 1882
Cameron

TRANSFER & STORAGE CO.

734-758 Fourth Street North

Distributing and Warehousing Merchandise
and Household Goods

Conveniently located in business district.
Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service
Local and Long Distance Hauling

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

617 Washington Ave. No.



Complete Storage
and Distribution Service



Houses in St. Paul and Grand Forks

MINNEAPOLIS, MINN.

In Minneapolis—

**MINNEAPOLIS TERMINAL
WAREHOUSE COMPANY**

provides complete storage and distribution services
for the Northwest Market for many of the largest
National distributors.

In St. Paul—

**ST. PAUL TERMINAL WAREHOUSE
COMPANY**

offers the same progressive services and facilities under
the same management. We invite your inquiries.

MINNEAPOLIS, MINN.

**The Northwestern
TERMINAL**

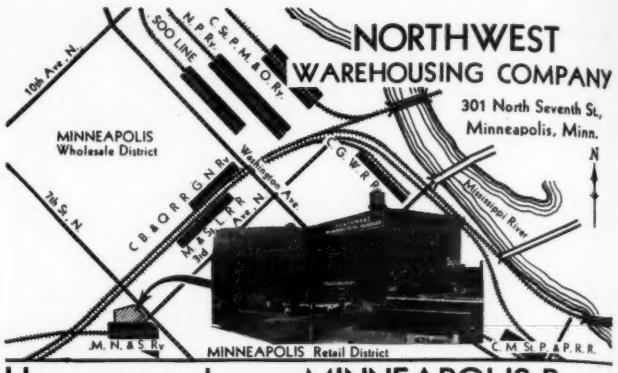
PUBLIC BONDED WAREHOUSE
WITH COMPLETE FACILITIES

OPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.
Members, Minn. W.A.—A.W.A.

The Men Who Distribute

Geuder Enameled Ware

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index



Here you get close to MINNEAPOLIS Buyers

Hennepin Ave. — 7th St., S. — Nicollet Ave.

6th Ave., S. —

MINNEAPOLIS, MINN.

Established 1895

WIDHOLM TRANSFER & STORAGE CO.

115 First St. No.

Storage of Merchandise and Household Goods.
Sprinkler System, Pool Car Distributors, Heavy Hauling.
Warehouse No. 2 on C. N. W. Tracks.

ROCHESTER, MINN.

Carey Transfer & Storage

903 6th St., N. W.

SB. Warehouse: (MDSE & HHG). City and interurban
delivery of Merchandise. Movers, packers, shippers and
manufacturers' distributors. Motor van service. Assoc.
AWA MinnWA.

ST. PAUL, MINN.

Fidelity Storage & Transfer Co.

HIGH GRADE STORAGE ACCOMMODATIONS
New Office and Warehouse: M 189 E. Third St.
Pooled Cars Distributed Two Track Warehouses,
Merchandise and Household Goods (Fireproof)

ST. PAUL, MINN.

KEDNEY WAREHOUSE COMPANY

5th and John Streets
OUR ST. PAUL PLANT—is modern with complete warehouse
facilities, assuring up-to-date service and care for—

STORAGE AND DISTRIBUTION

Merchandise—Household Goods

Modern warehouses also at Minneapolis and Grand Forks

ST. PAUL, MINN.

In St. Paul—

**ST. PAUL TERMINAL WAREHOUSE
COMPANY**

provides complete storage and distribution services
for the Northwest Market for many of the largest
National distributors.

In Minneapolis—

**MINNEAPOLIS TERMINAL WAREHOUSE
COMPANY**

offers the same progressive services and facilities under
the same management. We invite your inquiries.

ST. PAUL, MINN.



CENTRAL WAREHOUSE COMPANY

SAINT PAUL-MINNEAPOLIS

At the Junction of Nine Railroads
Where One Stock Serves the Twin Cities
and Northwest

L. C. L. Shipping Without Carting

20 Warehouses 5 Miles of Trackage
Served by Our Own Electric Locomotive

MERCHANDISE STORAGE DISTRIBUTION

COLD STORAGE

\$2,000,000.00 Investment \$50,000.00 Bond
Shipping Station—Minn. Transfer, Minn.

Represented by

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100 Broad St. 445 W. Erie St. 625 Third St.
NEW YORK CITY CHICAGO SAN FRANCISCO
Phone Bowling Green 9-0986 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses
Located at Strategic Distribution Centers

JACKSON, MISS.

RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution MERCHANTIADE
Experienced Organization and Equipment for
MOVING, PACKING and STORING HOUSEHOLD GOODS
Modern Buildings, Sprinklered, Private Siding, ICRR Co., Low Insurance Rate
MOTOR TRUCK SERVICE
MEMBERS { National Furniture Warehousemen's Ass'n
Southern Warehousemen's Ass'n

JOPLIN, MO.

Joplin Transfer & Storage Company

Receiving and distributing Agents
General merchandise and household goods storage
Motor vans for local and long distance moving
Our experience and facilities assure you satisfaction

JOPLIN, MO.

Tonnie's Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safe-
guard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

"THE HEART OF AMERICA"



ADAMS

TRANSFER & STORAGE CO.

228-236 West Fourth Street.

"Surrounded by the Wholesale District"
Merchandise Storage—Low Insurance
Rates—Pool Car Distribution—Freight
Forwarders and Distributors—City
Delivery Service, twice daily—Prompt
and Efficient Service—Excellent Sys-
tem of Stock Records and Reports.

Members: American Chain of Warehouses,
American Association of Warehouses,
Missouri City Club of K. C., Kansas City Chamber
of Commerce, U. S. Chamber of Commerce.
Write us for Information and Rates

RESPONSIBLE
RELIABLE
REASONABLE

KANSAS CITY, MO.

CENTRAL STORAGE CO.

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE
SPACE LEASES—TRUCK DELIVERIES
POOL CARS DISTRIBUTED—LOW INSURANCE

TWO CENTRAL LOCATIONS

Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

Downtown Warehouse—2004 Grand Ave.

In Retail District—Close to Union Station

"50 YEARS OF KNOWING HOW"

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

MONARCH STORAGE

1818 E. 31st St.

KANSAS CITY, MO.

DAN P. BRAY, Pres.

KANSAS CITY, MO.

W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks
connecting all Railroads.
Distribution and Storage Merchandise and H. H. Goods.
Pool Cars Promptly Handled and Reports Mailed in.
Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY
2015-17-19 Grand Ave. Kansas City, Mo.

KANSAS CITY, MO.

RADIAL WAREHOUSE COMPANY

POOL CAR

Shipments Forwarded Without Drayage Charge
MERCHANDISE
Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.



Write for our booklet
"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

KANSAS CITY, MO.
2114 Central St.

Member of A. W. A.

WICHITA, KANS.
815 East 2nd St.

KANSAS CITY, MO.

WALNUT STORAGE

"Right in the Midst of Business"

2020-22-24 Walnut St.

New York Rep.: George W. Perkins
82 Beaver St. Tel. Beckman 8065

MARSHALL, MO.

For Speedy Deliveries

BROOKS TRUCK CO.

Fast Freight and Refrigerator Truck Service
from Kansas City to Marshall, Mo., and 35 other towns East of K. C.
Water and dirt proof vans. We also distribute carloads from Marshall
to intermediate points. Storage facilities.

ST. JOSEPH, MO.

B. F. NIEDORP, Pres. and Gen. Mgr.

ST. JOSEPH TRANSFER & STORAGE CO.
"PONY EXPRESS"

Third and Charles Sts.—in wholesale district
MERCANDISE and HOUSEHOLD GOODS

STORAGE and DISTRIBUTION
Carload and L.C.L. Distribution—General Cartage
Member A.W.A.—N.F.W.A.—Mo.W.A.

ST. JOSEPH, MO.



L. C. L. DISTRIBUTION WITHOUT CARTAGE
SAVES YOU REAL MONEY

See Directory Number (Page 277)

TERMINAL WAREHOUSES
OF
ST. JOSEPH (MO.), INC.

ST. LOUIS, MO.

—in St. Louis



5 great household storage and moving companies are
owned and operated by this single organization—centering
strength and facilities and bettering service.

In addition to these, we have leased an 80,000 sq. ft.
capacity warehouse on the Missouri Pacific & Frisco R.
R. for consolidation of shipments and merchandise
storage.

GENERAL
WAREHOUSING COMPANY

Officers
H. W. NIEDRICHHAUS, Pres.

4908 Delmar Ave., St. Louis, Mo.

ST. LOUIS, MO.



Our Facilities for
DISTRIBUTION & WAREHOUSING

Household Goods Are Unexcelled
Your Interests Will be Safely Guarded

ST LOUIS, MO.

Lincoln Warehouse

LEE ORCUTT, President

1723 Locust St.

Saint Louis

Personal attention with tact and courtesy
to customers.

Collections and claims handled rapidly.

Our staff of movers and packers are
white men.

ST. LOUIS, MO.

S. N. Long Warehouse
ST. LOUIS

"Business Making Service"



ST. LOUIS, MO.

In ST. LOUIS, It's THE MART

A complete public warehouse and branch house service. Lowest insurance rate in St. Louis District. No drayage on in or out-bound less-carload shipments. St. Louis rates apply to and from the Mart warehouse with no additional switching charges.

Features of the Largest, Most Modern Warehouse in St. Louis

Trackage for 120 cars daily, with covered docks to protect merchandise. Covered docks for 50 trucks, eliminates delays for customers calling at warehouse with their own equipment. 80-foot private street along truck docks prevents traffic congestion.

10 high-speed, self leveling elevators with capacities up to 9 tons.

Steel and reinforced concrete construction, fireproof and completely sprinklered.

ST. LOUIS MART, Inc.

Terminal Warehouse Division

STATE AND U. S. CUSTOMS BONDED

**ST. LOUIS TERMINAL
WAREHOUSE CO.**



**Largest Warehouse Organization
in St. Louis**
(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

111 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

BUTTE, MONT.

CHRISTIE TRANSFER AND STORAGE CO.

TWO WAREHOUSES—VAULT STORAGE
POOL CAR DISTRIBUTING, FORWARDING, FREIGHT
630 Utah Ave. and 802 So. Arizona St.,
Butte, Montana
Member, A.W.A.—N.F.W.A.—Tfr. & Stgemen's Assn. of Mont.

HASTINGS, NEBR.

1876

1930

Borley Storage & Transfer Co., Inc.

Pool Car Distribution

FIREPROOF **BONDED**
FREIGHT TRUCK CONNECTION TO ALL OF THE
CENTRAL PART OF THE STATE

LINCOLN, NEB.

SULLIVAN

Transfer and Storage Co.

This concern has been cooperating with shippers since 1903. Our service satisfies because satisfaction has always been our aim.

32,400 sq. ft. of fireproof and 25,000 sq. ft. of semi-fireproof space is available for storage of Hdg. and Mdse. Our motor truck and team service will take care of your city and interurban deliveries. We distribute pool cars of Mdse. and Hdg.

Consign shipments via any railroad entering city. Switching free.

We Transfer Mdse.—Hdg.—Paper—Wire

301 No. 8th St. Pres. and Mgr., W. H. Sullivan

The Directory of Warehouses

appearing in each issue of

Distribution & Warehousing

is the meeting place of those who need and are looking for warehouse facilities and those who can supply them.

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Member: A. C. W.

OMAHA, NEB.

Member of N. F. W. A.—A. W. A.

FORD BROS

Van & Storage Co.



Moving, Storage, Crating, Pool Cars, Motor Proofing, Merchandise—just a few of the items included in our modern service.

Fireproof warehouse. Ray A. Ford, President; Roy V. Ford, Treasurer. Use our service!

OMAHA, NEBRASKA

(See "Council Bluffs, Iowa")



OMAHA, NEB.

GORDON

Storage Warehouses, Inc. Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

MEMBER OF
DISTRIBUTION SERVICE, INC.

Main Office 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

OMAHA, NEBR.

Personal
AttentionSatisfaction
GuaranteedHousehold
GoodsMerchandise
Pool Cars

CHAS. KNOWLES, Pres.

KNOWLES FIREPROOF WAREHOUSE, Inc.

Ninth and Farnam Sts.
CONSIGN OMAHA SHIPMENTS TO US
Route: Any Ry. entering Omaha
Reference: Any Bank in Omaha
Member—Nebraska Motor Transport Association

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Central Warehousemen's Club, American Warehousemen's Ass'n.

OMAHA, NEB.

R. J. MAYER, GEN. MGR.

THE TERMINAL WAREHOUSE CO.

MAIN OFFICE 1013-23 JONES ST.

COMPLETE WAREHOUSING SERVICE

MEMBER A.W.A. N.F.W.A. A.V.L. N.W.A.

ASBURY PARK, N.J.

A. G. ROGERS, 931 Asbury Ave.

Fireproof Storage Warehouse

Storage, Packing, or Shipping of Household Goods, Merchandise. Storage and Pool Car Distribution. Long distance hauling. Reference any bank our city.

ASBURY PARK, N.J.

AVON
BELMAR
BRADLEY BEACH
DEAL
OCEAN GROVE
SPRING LAKE

Stiles Express

Office 204 Main St.

STORAGE WAREHOUSE

Household Goods and Merchandise
Storage, Shipping. Pool Car Shipments.

ATLANTIC CITY, N.J.

ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 3526 Atlantic Avenue
Inter-City Auto Service
Fireproof Storage Warehouse
Heavy Hauling



Member of N.F.W.A., N.J.F.W.A., A.W.A., A.V.L.

P. R. R. private railroad siding and storage yard

Storage for Goods and Merchandise
Piano Moving

BRADLEY BEACH, N.J.

ASBURY PARK, N.J.

Reference any bank in our city

Anderson's Express & Storage Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of Household Goods

Merchandise Storage and Distribution—Pool Cars, Heavy Duty Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

CAMDEN, N.J.

C. S. & E. J. ZEIGLER, Proprietors

THE PARK STORAGE WAREHOUSE CO.

Main Office and Warehouse:

HADDON AVE. AND PINE ST., CAMDEN, N.J.

Estimates Cheerfully Given
Phones, Bell 1269, Eastern 34651

STORAGE, MOVING, PACKING AND SHIPPING

Auto Vans—No Road Too Long

Member: N. F. W. A. and N. J. F. W. A.

The Men Who Distribute

United Drug Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

EAST ORANGE, N. J.

Established 1870

Richard Coyne, Jr., Owner

RICHARD COYNE STORAGE WAREHOUSES

Office: 9-15 McKinley Ave.

STORING MOVING PACKING
Household Goods

Member of N. F. W. A.—N. J. F. W. A.—A. V. L.

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

Bloomfield
Caldwell
Glen Ridge
Irvington

Office, 75 Main Street

Maplewood
Montclair
Newark
Summit

—Serving—
All the Oranges

EAST ORANGE, N. J.

NEWARK, N. J.—HARRISON, N. J.

The Orange Storage Warehouse

42 Harrison Street

FIREPROOF STORAGE
Now

Owned and Operated by John O'Connor

Security Storage Warehouses

Harrison, N. J.

Household Goods and Merchandise Storage
and Distribution

Regular distribution service between the Oranges, Newark
and Greater New York

Members A.W.A. and N.P.W.A.

HACKENSACK, N. J.

RUTHERFORD, N. J. WESTWOOD, N. J.

GEO. B. HOLMAN & CO., Inc.
STORAGE SHIPPING PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local and Long Distance Hauling
Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

JERSEY CITY, N. J.

Members: N. J. F. W. H. A.
National F. W. H. A.

Goodman Warehouse Corporation

830 Bergen Avenue, Jersey City, N. J.

Most Modern Fireproof Warehouse in the State.
Bayonne Warehouse:—21 W. 20th Street.

JERSEY CITY, N. J.

K. & E. LIBERTY VAN CO.

Up-to-date facilities for lift van consignments
Four story modern storage facilities, private siding
on central railroad, distribution of pool car shipment,
and a fleet of large padded vans assure speedy delivery.

Newark, N. J.—205 Clinton Ave.

Jersey City, N. J. Bigelow 3-9463 Union City, N. J.
79 Kearny Ave. 245 New York Ave.
Del. 3-5260 Union 7-1389



The Men Who Distribute
Planters Peanuts
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

NEWARK, N. J.

Distribution Service

ESSEX WAREHOUSE CO.

600 OGDEN ST., NEWARK, N. J.

Located in the very heart of the city.

Direct R.R. Siding and Piers.

A. W. A. N. J. M. W. A.

Merchandise Storage

NEWARK, N. J.

Fine,
Clean,
New,
H H G
Vaults.
Central
Location.
Equip-
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for
handling
your
consign-
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promptly
and
intelli-
gently.



Knickerbocker Storage
Warehouse Company

Newark's Leading Warehouse

96 to 106 Arlington Street

John Mulligan, Pres. Wm. Mulligan, Vice-Pres.

James E. Mulligan, Sec. and Mgr.

MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR

EQUIPMENT

Member N. F. W. A. and N. J. F. W. A.

NEWARK, N. J.

JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof
Motor Trucks for Long Distance Moving

546-552 Central Ave.

The Men Who Distribute

Jaques Baking Powder

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

NEWARK, N. J.

**Lehigh Warehouse &
Transportation Co., Inc.**

98-108 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of
General Merchandise.**Lehigh Valley Railroad siding.**We operate our own fleet of Motor
Trucks making store door
delivery within a radius
of 30 miles.*

NEWARK, N. J.

T. L. MORTON, Manager

MODEL STORAGE WAREHOUSES

54-56 Broadway

**FIREPROOF STORAGE
EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD
GOODS****YOU KNOW—WE KNOW HOW**

Members: New Jersey F. W. A.—National F. W. A.—Canadian S. W. A.

NEW BRUNSWICK, N. J.

**CHAS. T. WALES, INC.**
MAIN OFFICE, 26 FRENCH STREETHousehold Goods Storage, Packing, Shipping
General Merchandise Storage and Distribution
Motor Freight Distribution of Pool Cars

PATERSON, N. J.

THE SAFETY STORAGE CO.Two Modern Fireproof Warehouses for Storage of Household Goods and
Merchandise
Carload DistributionMOVING **PACKING SHIPPING**
MOTOR TRUCK SERVICEJoseph E. Gibbs, Manager
Principal Office: 41-43 Governor St., Paterson, N. J.
Telephone 2288 Paterson

RED BANK, N. J.

**ATLANTIC HIGHLANDS
HIGHLANDS
KEANSBURG
KEYPORT
RUMSON
SEABRIGHT****ANDERSON BROS.
STORAGE WAREHOUSE**Household Goods Storage, Packing, Shipping,
General Merchandise Storage and
Distribution Pool Cars.

Members N. F. W. A. & N. J. F. W. A.

TRENTON, N. J.

A. V. MANNING'S SONS
20 SOUTH BROAD ST.Fireproof Storage Warehouses
Household Goods Storage, Packing, Shipping
Local and Long Distance Moving

TRENTON, N. J.

Petry Express & Storage Co.(INCORPORATED)
STORAGE WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
MOVERS—PACKERS—SHIPPERS
MOTOR VAN SERVICE
Carloads Distributed. Manufacturers' Distributors.
Members—N. F. W. A.

ALBANY, N. Y.

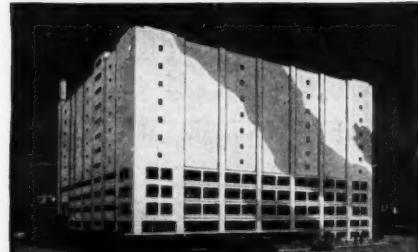
**Albany Terminal & Security
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member of
American Chain of Warehouses
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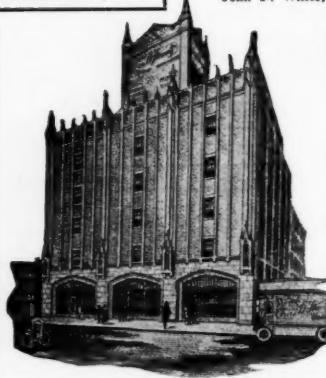
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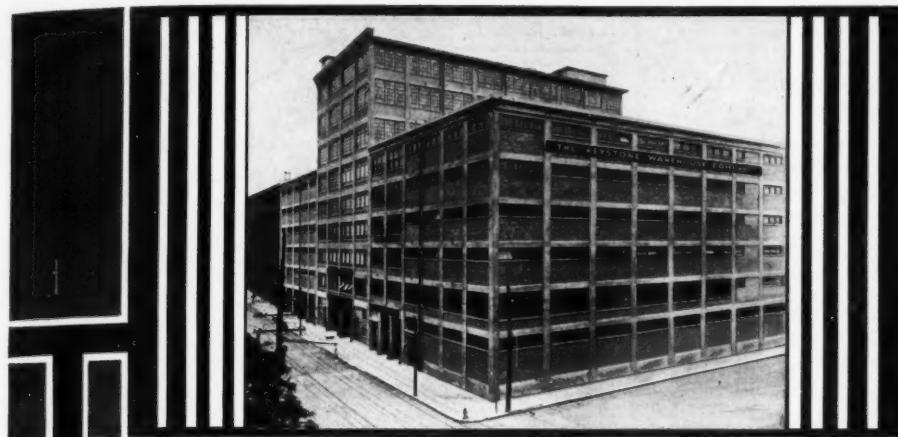
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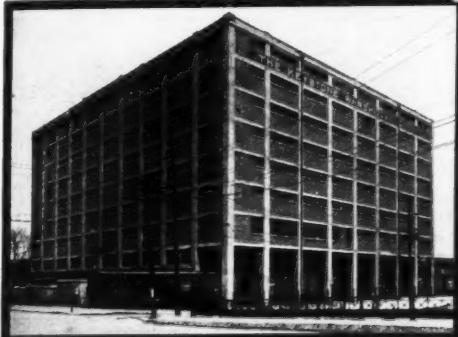
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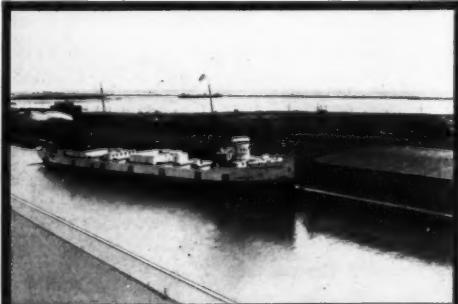


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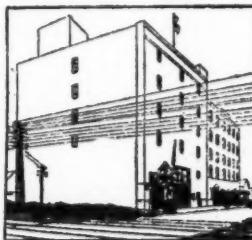
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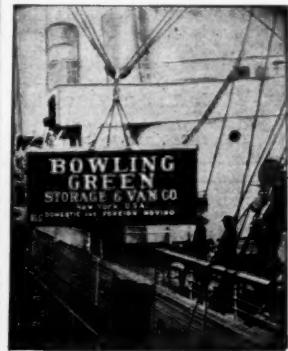
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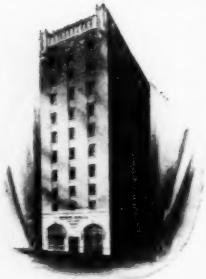
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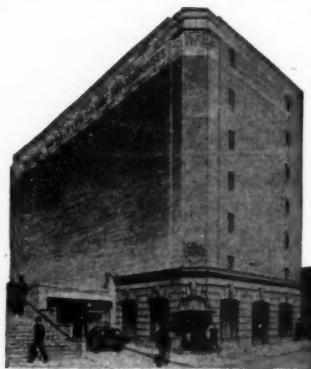
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Blanchard Storage Co., Inc.

Storage Moving HOUSEHOLD GOODS Packing Shipping
FIREPROOF AND NON-FIREPROOF WAREHOUSES
Main Office: Broad at Oak St.
Members N. F. W. A. and A. W. A.

ROCHESTER, N.Y.

Clancy Carting and Storage Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise
Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N.Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
55-85 Railroad Street
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
In the Center of Rochester

ROCHESTER, N.Y.

SAM GOTTRY CARTING CO.

STORAGE WAREHOUSE
Gen. Offices, 47 Parkway

General Merchandise Distribution—Household Goods—Pool Cars
Distributed—Heavy Duty Hauling, Machinery, Etc.—Long
Distance Moving—Correspondence Solicited
Use of private siding New York Central Railroad

ROCHESTER, N.Y.

Established 1823

Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service
Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.
Offices: 1044 University Ave.
Member of A. W. A.

ROCHESTER, N.Y.

MERCHANDISE
STORAGE

Distribution and Forwarding—Store Door Delivery
ROCHESTER STORAGE WAREHOUSES, INC.

The Men Who Distribute

Pet Evaporated Milk

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

ROCHESTER, N.Y.

SERVICE STORAGE CO., 704-12 Clinton Ave. So.



Storage
Shipping
of
Household
Goods
Lowest
Insurance
Rates
Private
Siding

SCHEECTADY, N.Y.

Schenectady Storage and Trucking

McCormack Highway Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N.Y.

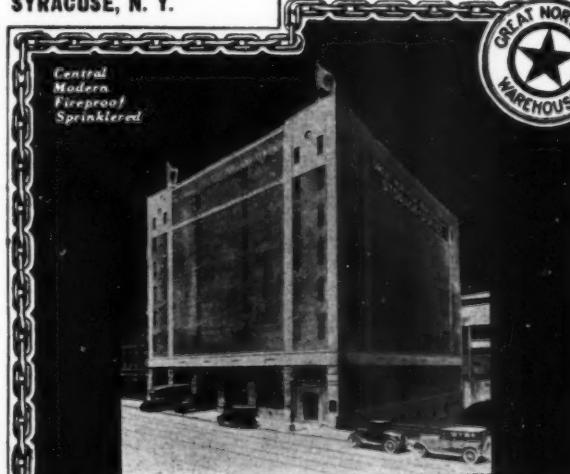
Fireproof Throughout

Flagg Storage Warehouse Co.

SYRACUSE, N.Y.

Protected by Automatic Sprinkler
Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Pool Cars Handled
Private Siding

SYRACUSE, N.Y.



Syracuse an Economical Distribution Point. No
Other Plan Can Substitute

Railroads, trolley service, motor freight lines feeding a rich
and exacting market. All a part of our service. Your branch
in fact. Central location. Modern fireproof building. Rail-
road siding. Direct connection N. Y. State Barge Canal. Store
door delivery to all points in Central New York.

Member:
American Warehousemen's Assn. American Chain of Warehouses
National Furniture Warehousemen's Assn. Allied Van Lines, Inc.

GREAT NORTHERN
WAREHOUSES, Inc.

348-360 W. FAYETTE ST. SYRACUSE, N.Y.

SYRACUSE, N. Y.

Distribution

KING

Storage

Since 1897

In the heart of Syracuse and New York State
PRIVATE SIDINGS—SPRINKLERED

Special department for the distribution of catalogues, periodicals and pooled merchandise cars. Store door delivery, collections, motor freight lines.

Warehouse service backed by 30 years' experience.

HOUSEHOLD GOODS

We solicit your Syracuse business. Modern moving equipment. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

For safety we ship Furniture in the King Shipping Case

KING STORAGE WAREHOUSE, Inc.

358-76 W. Water St.

MEMBERS
American Warehousemen's Association
National Furniture Warehousemen's Association
Agent: Allied Van Lines, Inc.

TARRYTOWN, N. Y.

WASHINGTON STORAGE
AND WAREHOUSE

Offices: 17 N. Washington St.

Household Goods Storage, Packing, Shipping, Pool Car Distribution.
Personally supervised service.

TROY, N. Y.

Wm. H. Lanigan, Prop.

William Lee & Co.

421-423-425 RIVER ST.

Household Goods, Storage, Packing, Shipping
Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.

Broad Street Warehouse Corporation

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.
Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

STORAGE - PACKING - DISTRIBUTION - FORWARDING
Of Merchandise, Automobiles, Household Goods
"IN THE HEART OF NEW YORK STATE"

The Men Who Distribute
Hoosier Kitchen Cabinets

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

DISTRIBUTION AND WAREHOUSING

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

WATERTOWN, N. Y.

Marcy-Buck & Winslow, Inc.

General Storage, Trucking and Transfer

Fireproof Warehouse 25,000 Sq. Feet

Non-fireproof Warehouse 30,000 Sq. Feet

Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—C. N. Y. W. O.

WEST NEW BRIGHTON,
STATEN ISLAND } N. Y.**MOVING AND
STORAGE****WILLIAM A. MORRIS, Inc.****NO**load too small
job too large
distance too far

88 Barker Street, West New Brighton, N. Y.

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

Also serving

Tarrytown
Scarsdale
Hartsdale
Mamaroneck
Port Chester
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped

Storage Warehouses in Westchester.

Household Goods Exclusively

Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, Inc.

45 Hamilton Ave.

MOVING — STORAGE

Packing — Crating — Shipping

Serving Entire County Agent U. V. S.

WHITE PLAINS, N. Y.

John Stahl, Pres. and Gen. Mgr.

The Bronx

Bronxville

Mt. Vernon

New Rochelle

Larchmont

John Stahl & Sons

Packing—Fireproof Storage—Moving

Branch Office: 10 Depot Plaza

Main Office:

4761 White Plains Ave.

Bronx, New York City



YONKERS, N. Y.

Distribution That Satisfies

Feuer Storage Warehouse

Yonkers largest fireproof warehouse

Furniture and Merchandise Storage

Serving—Ardsey, Bronxville, Crestwood, Dobbs

Ferry, Elmsford, Hastings, Ossining, Riverdale,

Tarrytown, Tuckahoe, Yonkers



YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

BURLINGTON, N. C.

Barnwell Warehouse & Brokerage Co.
Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina. Distributing trucks going to practically all points in the State daily.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.
MERCANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.
ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

STANDARD BONDED WAREHOUSE COMPANY
1211 McCall Street
MERCANDISE STORAGE AND DISTRIBUTION
PRIVATE SIDING MOTOR SERVICE
INSURANCE RATE 13½c.
Member A. W. A.

CHARLOTTE, N. C.

Pool Car Distributors
Private Sidings

**MERCHANDISE
STORAGE**



UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St.
Private Branch Exchange

20 Private Offices
Insurance Rate 25c

GREENSBORO, N. C.



Rucker Bonded Warehouse Corporation
Greensboro, North Carolina

Storage of Merchandise and Household Goods.
Forwarding Merchandise. Private Railroad Sidings.
Sprinkler System. Low Insurance Rate.
Pool Cars Handled Quickly.
MEMBERS: A. W. A., N. F. W. A.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

109

GASTONIA, N. C.

**Adams Transfer and
Storage Co.**

(Successors to Huffstatter Transfer Co., Inc.)
Merchandise warehouse, Pool car distribution. Private
siding on Southern Railroad.
431 W. Airline St.

Gaston, N. C.

RALEIGH, N. C.

Raleigh

One of the South's Most Important Distribution Points

Efficiently Served by



Carolina Storage & Distributing Co.

Modern Warehouse, Conveniently Located, Complete Mer-
chandise Storage and Distribution Service, Motor Service.

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION MOTOR SERVICE
Use Private Siding—A. C. L. R. R.

WINSTON-SALEM, N. C.

Established 1915

Lentz Transfer & Storage Company

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30% cents—
General Merchandise Storage and Distribution—Household Goods Storage
—Packing—Shipping, Direct R. R. Siding, Pool Car Distribution—Local
and Long Distance Moving.

Member of N. F. W. A.



FARGO, N. D.

Union Storage & Transfer Co., Fargo, N. D.
General Storage—Cold Storage

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two
sprinkler equipped and two fireproof construction. Low insurance
rates. Common storage, cold storage and household goods. Ship in
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue
AWA—ACW—Minn. WA—NFWA.

GRAND FORKS, N. D.

Attention—Traffic Manager!

The recent decision of the I. C. C. in Class Rate Case docket 17000-2
has made it advantageous for you to carry spot stocks and distribute
your pool cars at Grand Forks for Northern North Dakota and North-
western Minnesota. Let us check the rate for you on any commodity.

KEDNEY WAREHOUSE COMPANY, INC.
A. W. A. N. F. W. A. MINN. W. A. D. M. C. A.

AKRON, OHIO

L. J. DANIELS, Vice-Pres. & Gen. Mgr.

City View Storage Co.

70 CHERRY ST.

100,000 square feet of fireproof construction devoted
to household and merchandise storage. Also fire-
proof constructed individual rooms. Low insurance
rate.



LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.

Private Siding B. & O. R. R.

Free Switching all Roads

Member Ohio Warehouses' Assn.

AKRON, OHIO

COTTER WAREHOUSES

INCORPORATED

235 E. Mill Street

Concrete, fireproof building. Storage for household goods and merchandise. Local and long distance moving.

AKRON, OHIO

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise
Fireproof Warehouse—Local and long distance moving.

CINCINNATI, OHIO

CINCINNATI TERMINAL WAREHOUSE, INC.

Central Ave. and Augusta St.

MERCHANDISE — STORAGE — DISTRIBUTION

Largest Most Modern Strictly Fireproof Warehouse in Ohio
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

CINCINNATI, OHIO

STORAGE
Warehousing and DistributingCAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.

Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH**The Cincinnati Tobacco Warehouse Co.**
CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—StorageN. W. Corner Pearl and Plum
Merchandise Storage
Penn. R.R. SidingPool Cars
Inter-City Truck Depot

The Men Who Distribute

Golden State Milk ProductsRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

CINCINNATI, OHIO

The Fred Pagels Storage Co.
937 West 8th St.**Reliable Dependable**

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

CINCINNATI, OHIO

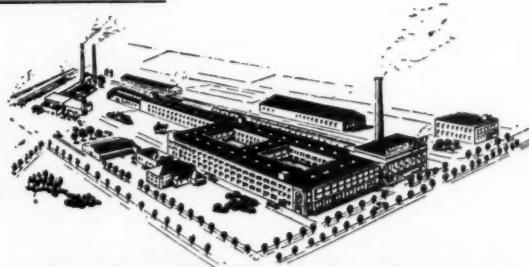
Anthony D. Bullock—Managing Director

**THE SECURITY STORAGE CO.**

706 OAK STREET

Packing—Shipping—Storage
Fireproof Warehouse, Private Siding
Consign all Shipments to Avondale Station
H.H.G. Pool Cars Solicited
Member N. F. W. A.—O. W. A.—O. A. C. H.

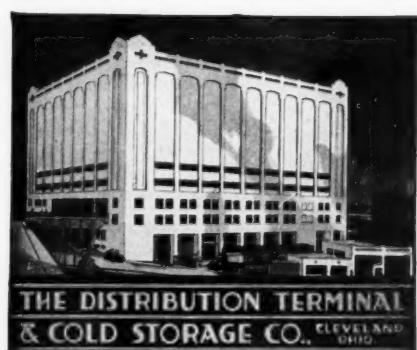
CLEVELAND, OHIO

**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. O.W.A.

CLEVELAND, OHIO

**THE DISTRIBUTION TERMINAL
& COLD STORAGE CO., CLEVELAND, OHIO**

Central Viaduct and West 14th St.

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
PlantTrunk Line
Terminal
Complete Service

Continent-wide Connections

OHIO**DIRECTORY OF WAREHOUSES**

Distribution and Warehousing
May, 1932

COLUMBUS, OHIO

MERCHANDISE STORAGE
and DISTRIBUTION

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THE NEILSTON WAREHOUSE CO.

LOW
INSURANCE

COLUMBUS, OHIO

SWORMSTEDT

STORAGE & VAN CO.

Household Goods and Merchandise

WAREHOUSES

YOUR INTERESTS SCRUPULOUSLY PROTECTED
1340 N. HIGH ST. 402 MT. VERNON AVE.

**DAYTON, OHIO**

THE GEM CITY Brokerage and Warehouse **CO.**

818 and 820 East Monument Ave.

Manufacturers' Distributors and Brokers of food products, storage, pool car distributors, store door delivery, private siding, Big 4 R.R. free switching from all lines.

DAYTON, OHIO

Larkin Transfer & Storage Co.

521-23 East First St.

MERCHANDISE STORAGE AND DISTRIBUTION
MOTOR TRUCK SERVICE

Private Siding Big Four R. R. Free Switching All Roads
Member Ohio Warehouses Ass'n.

Established 1864

DAYTON, OHIO

THOS. F. LARKIN
WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

LAKEWOOD, OHIO

"Across the Hall—Across the Continent"
Consign Cleveland—Lakewood Shipments to

Lakewood Storage, Inc.

14401 Detroit Avenue Lakewood-Cleveland, Ohio
Only Warehouse in Lakewood

MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

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THE JACKSON SONS CO., INC.
Long Distant Movers and Contract Haulers

REGULAR SERVICE TO
Chicago, Ill., via Ft. Wayne, Ind.
Pittsburgh, Pa., via Zanesville, O.
Main Office: N. Suphlin and Fleming Rd.
Middletown, Ohio

SPRINGFIELD, OHIO

Springfield, Ohio Shipments!

Bill Through

WAGNER
WAREHOUSE CORPORATION

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments. Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus
Daily Freight Service at Freight Rates

Member of A. W. A.

STEUBENVILLE, OHIO

Z. L. TRAVIS, Pres. and Gen. Mgr.

Z. L. Travis Co.

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet
Reinforced Concrete

Household Goods Packed,
Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members:
N. F. W. A.

**TOLEDO, OHIO**

W. J. Thompson,
Mgr. & Oper. Exec.

The General

Fireproof

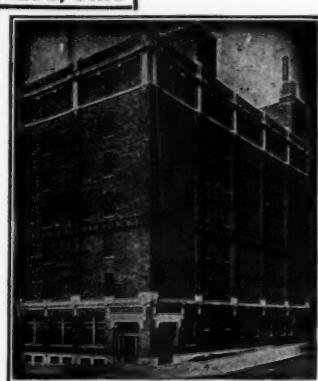
Storage Co.

651-655 State St.

Storage
Packing
Shipping

Household Goods
Exclusively

Member National Furniture Whsmen's Ass'n., Ohio Furniture Whsmen's Ass'n.

**TOLEDO, OHIO**

HOUSEHOLD GOODS EXCLUSIVELY
Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

Toledo, Ohio

MEMBER N. F. W. A.

TOLEDO, OHIO

Toledo's and Northwestern Ohio's
Largest Up-to-Date Warehouse

EVERY MODERN
GENERAL MERCHANDISE AND
COLD STORAGE FACILITY

Great Lakes Terminal Warehouse Co.
of Toledo

355 Morris Street

Private Sidings N. Y. C. and B. & O. R.R.

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MERCHANTS & MANUFACTURERS WAREHOUSE CO.

23 South Ontario Street

Modern Fireproof Building

Low Insurance Rate

Most Centrally Located

Pool Car Distribution

Nickel Plate Delivery

TOLEDO, OHIO

Let "RATHBUN" Do It
THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Asso.

TOLEDO, OHIO

The Toledo Merchants Delivery Co.

500-502 Broadway

General Merchandise and Household Goods Storage — Pool Car
Distribution — City Delivery Service — Crating — Packing — Moving

Member: N.F.W.A. — O.A.C.H. — O.W.A. — T.W.T.A.

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 Vance St.

Merchandise Storage and Distribution

Excellent Service

Member A. W. A.

TROY, OHIO

"21 YEARS OF SERVICE IN DISTRIBUTION"

CITY TRANSFER & STORAGE CO.

Two Private Sidings — Big Four and B. & O. R.R.

Our Own Fleet of Motor Trucks for Local and
Intercity Deliveries

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

EST. 1887

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

ENID, OKLA.

The Enid Transfer and Storage Co., Inc.

Located on a spur of the St. Louis and San Francisco Railway Co., in a three-story brick and reinforced steel building, is equipped with sprinkler system of fire control. Centrally located, a favorable rate set-up prevails for entire area embracing Northern and Northwestern Oklahoma and Southern and Southwestern Kansas. Daily freight or express service is available to nearly all points in the above section.

202-206 East Maple Street

Enid, Okla.

OKLAHOMA CITY, OKLA.

Member A. W. A.

Commercial Warehouse Co.

Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

16c. Insurance

OKLA CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution



MOTOR
TRUCKS
& TEAMING

HOUSEHOLD
GOODS

MERCHANDISE

MEMBERS
NFWA, AWA,
Am. Chain Dist.
Service, Inc.

OKLAHOMA CITY, OKLA.



OKLAHOMA CITY, OKLA.

ROCK ISLAND TRANSFER &
STORAGE CO.

510-512 E. Grand Avenue

Storage and distribution of general merchandise. Motor trucks for local and long distance work. Members National Furniture Warehousemen's Association.

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN
Hauling, Storing and Shipping
Distribution Service

West Third between Frisco and Okmulgee Northern R.R.

TULSA, OKLA.

Federal Storage Company

GENERAL WAREHOUSING & DISTRIBUTION

CLOSE TO RETAIL DISTRICT

LOW INSURANCE SPRINKLER SYSTEM

MEMBERS — A.W.A., N.F.W.A., T.S.W.T.A.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association

TULSA, OKLA.



WOODWARD, OKLA.

Shugart Transfer and Storage

MOVING, PACKING, SHIPPING

Receivers and Distributors of Freight in Car Lots
Private car siding, 2 Warehouses, for General Merchandise and Household Goods. Bonded and Insured Truck Service.
1002 Ninth St. Woodward, Okla.

KLAMATH FALLS, ORE.

KLAMATH WAREHOUSE

444 SPRING STREET
Operated by

KLAMATH FALLS TRANSFER & STORAGE CO.
A new clean storage warehouse on trackage for all classes of storage.
Distribution and trucking business in connection.
Member of Oregon State Warehousemen's Association
Member of Ore. S. W. A. and A. W. A.

KLAMATH FALLS, ORE.

State No. 187

Licensed
Frostproof

Bonded 1918

PEOPLES WAREHOUSE

"If Storable, We Store It"
Complete Distribution

MOTOR FREIGHT TERMINAL—S. P. TRACKAGE
Reference: Any Bank in Klamath Falls

PORTLAND, ORE.

W. H. McMurtry, Oper. Exec.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act.

Merchandise, Storage and Distribution.

Private Siding. Free Switching. Sprinklered.

450 GLISAN STREET

The Men Who Distribute

Simmons Medicines

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PORTLAND, ORE.

HOLMAN TRANSFER CO.

480 HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION
A SPECIALTY

Member A. W. A.—Amer. Chain
Established 1864

PORTLAND, ORE.

J. H. Cummings, Pres.

MERCHANDISE
STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

*Our private siding is served by
all railroads*



175 15th St., North

PORTLAND, OREGON

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established in 1848

474 Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped.

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

DISTRIBUTION
A SPECIALTY

Low Rates Prompt Service
Commercial Accounts Only

Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—32 Motor Trucks
Just consign Your LCL or Carload Shipments

TO

RAPID TRANSFER & STORAGE CO., INC.

200-208 OAK ST.

PORTLAND, OREGON

and we will do the rest.

PORTLAND, ORE.

Rudie Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fwd'g Co.

BETHLEHEM, PA.

Send Shipments for Allentown, Pa.
ALLENTOWN, BETHLEHEM and EASTON, PA., to
F. G. Lazarus—20th Century Storage
Household Goods Packed, Stored and Shipped
General Merchandise Distribution
Pool Car Shipments
Direct R. R. Siding: Lehigh Valley
Members Penn. F. W. A.

BETHLEHEM, PA.

500,000 CU. FT. COLD
STORAGE
200,000 SQ. FT. DRY
& HOUSEHOLD
STORAGE



LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY

15th Avenue, North of Broad St., Bethlehem, Pa.

CHESTER, PA.

SINCE 1874

**Headley's
Express & Storage Co., Inc.**
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping



DONORA, PA.

**AL ZEFFIRO
TRANSFER & STORAGE**

Gen. Offices: 8th St. and Meldon Ave.
Household Goods Storage, Packing, Shipping, General Merchandise
Storage and Distribution.
Specialists in Pool Car Distribution and Long Distance Hauling



ERIE, PA.

ERIE

STORAGE & CARTING CO.

1502 Sassafras Street

Members of A. W. A.,
I. F. W. A., Am. Chain &
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

HARRISBURG, PA.

"Transportation Specialists"

CENTRAL STORAGE & TRANSFER CO.
11th AND STATE ST.

Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.
Hauling of all kinds.
Household Goods and General Merchandise.
Daily truck connections to points within 100 mile radius.
Largest trucking concern in Central Pennsylvania.

HARRISBURG, PA.

Pool Cars

Efficiently
Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

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Etc., Required by the Act of Congress of August 24,
1912, of Distribution and Warehousing, published
monthly at New York, N. Y., for April 1, 1932.State of New York, } ss.
County of New York, }

Before me, a Notary Public in and for the State and County aforesaid, personally appeared A. K. Murray, who, having been duly sworn according to law, deposes and says that he is the President and Business Manager of the DISTRIBUTION AND WAREHOUSING, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Distribution and Warehousing Publications, Inc., 249 West 39th St., New York, N. Y.; Editor, Kent B. Stiles, 249 West 39th St., New York, N. Y.; Managing Editor, none; Business Manager, A. K. Murray, 1710 Newkirk Ave., Brooklyn, N. Y.

2. That the owner is:

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3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

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A. K. Murray, Business Manager.

Sworn to and subscribed before me this 1st day of April, 1932.

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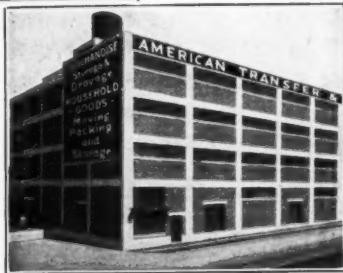
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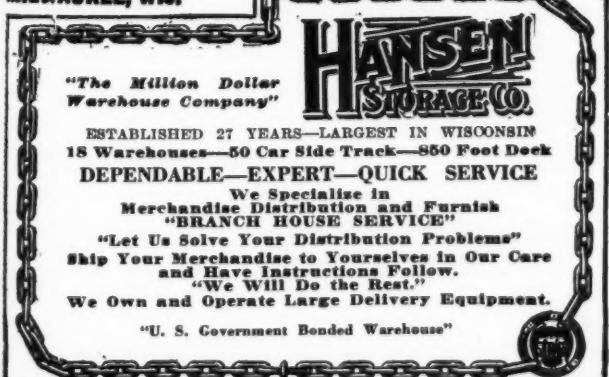
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INDEX TO GENERAL ADVERTISERS

A

American Pulley Co. 59
American Warehousemen's Ass'n. 3

B

Bismarck Hotel 128

C

Canvas Specialty Co., Inc. 60

D

Divine Bros. Co. 57

E

Empire Freight Co. of N. Y., Inc. 58

F

Fairbanks Co. 59
Federal Motor Truck Co. Back Cover
Fort Shelby Hotel. 2
Fruehauf Trailer Co. 128
Fulton Bag & Cotton Mills. 60
Furniture Fumigation Corp. 63

G

General Motors Corp. 1, Third Cover

H

Hamilton Caster & Mfg. Co. 59
Haskelite Mfg. Corp. 56

I

Idico Corp. 62
International Harvester Co. of Amer. Second Cover

L

Lewis & Leonard. 128

N

New Haven Quilt & Pad Co. 61
Norman, Wm. A. 63

P

Piccadilly Hotel 2
Pilcher-Hamilton Daily Co. 60

S

Secto Products Co. 60
Self-Lifting Piano Truck Co. 61

V

Vulcan Rail & Const. Co. 58

W

Washington Hotel 12
White Co. Front Cover
White Tar Co. of N. J. 60